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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

JULY 13, 1935

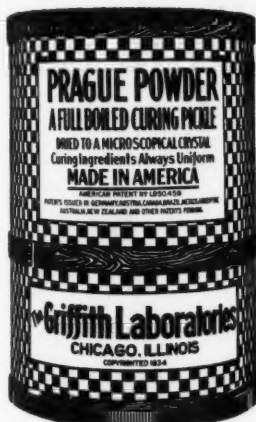
Number 2

PRAGUE POWDER

"An Approved, Safe, Fast Cure"

HAMS—*for*—BACON

The color is set
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The natural meat
juices are retained.

These weights
are not lost.

Meets B. A. I. Requirements

The Boiled Hams and the Baked Hams have better color, better taste and will have **less shrinkage** if you cure "THE PRAGUE POWDER WAY." TRY IT!

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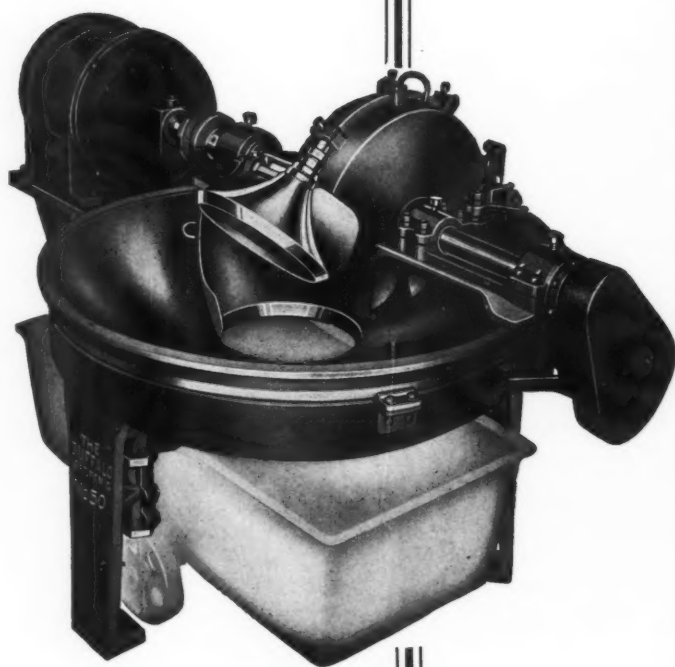
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Cuts a batch of meat fine in 5½ to 7 minutes and empties it in less than 20 seconds. No hands need touch the meat; no movable parts in the bowl. A heavy, quality-built machine.

MADE IN 3 SIZES—
200 lbs.—350 lbs.—and
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Write for full details and price

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

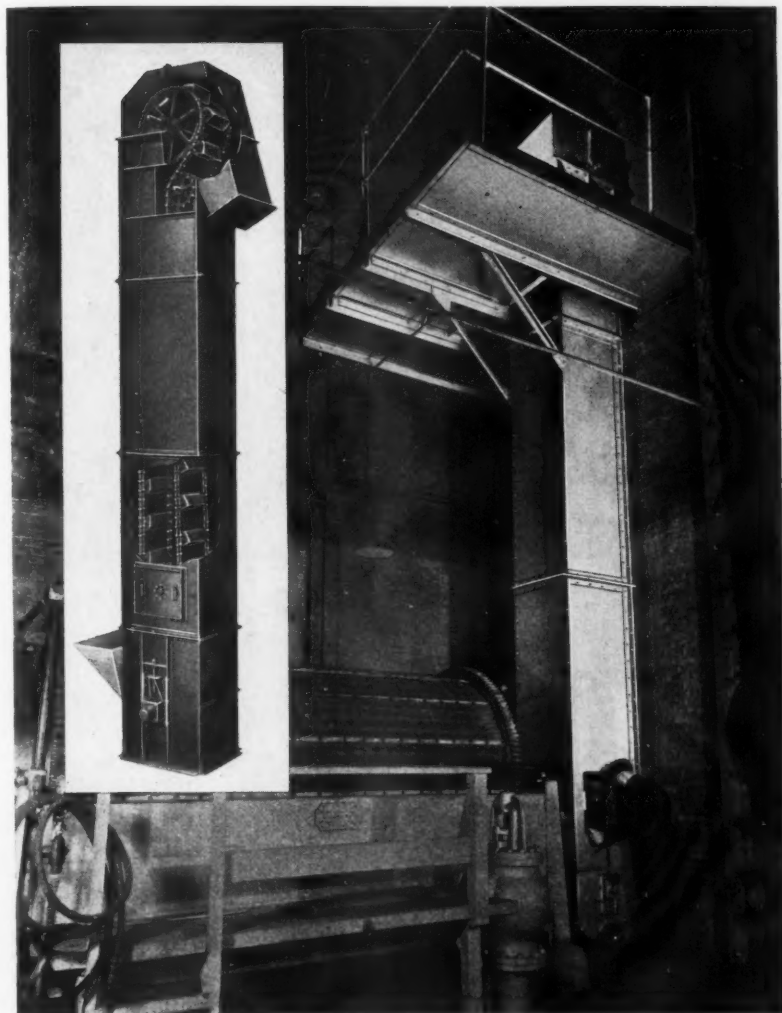
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for salt, sewage, crushed ice, tankage, etc.



Link-Belt makes all types of bucket elevators, as well as skip hoists, vertical screw elevators, inclined belt and flight conveyors, etc., for the raising of materials in the packing plant. We offer our experience and our facilities in the correct application of the right type for the service intended. Stocks of standard chains, buckets, sprockets, take-ups, and all accessories are carried at convenient points to serve the industry quickly.

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LINK-BELT COMPANY

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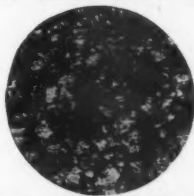
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PROMAL Chains and Buckets



Promal is the stronger, longer-wearing metal for cast chains and buckets. It is an original Link-Belt development that ordinarily lasts twice as long as malleable iron, and costs but a fraction more. A magnified cross-section of Promal is shown. Its merit is not a surface quality, but goes all the way through—the whole metal is PROMAL. The white areas represent soft metal. The black network structure indicates stronger, stiffer material, which acts as a reinforcement around the soft white portions, preventing their distortion under load, and so strengthening the material.

> FLINT-RIM < Sprockets



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LINK-BELT *Elevators*

FOR ALL MATERIALS

The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 93

JULY 13, 1935

Number 2



Member



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Comprehensive stocks of Crane valves, fittings, piping and efficient fabrication services, available in leading cities, make possible not only this emergency service but prompt action for those maintenance needs which forestall emergencies.

Strains, excessive vibrations, corrosion or dirt in the line mean that an emergency lies not far away—mean waste, loss, inefficiency. Crane Shop Fabrication Service can correct the condition quickly—permanently. Call the nearest Crane branch for immediate assistance in your piping problem.

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FABRICATION SERVICE**
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THE FOOD BEVERAGE
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Dainty and delicious. Prepared
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THIS KIT IS FOR YOUR
SAFETY AND PROTECTION
KEEP IT FILLED AT ALL TIMES
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WELL conceived, well executed;
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CONTINENTAL CAN COMPANY

NEW YORK • CHICAGO • SAN FRANCISCO

GRADE MARKING

Builds PACKER PROFITS *and*
CONSUMER CONFIDENCE

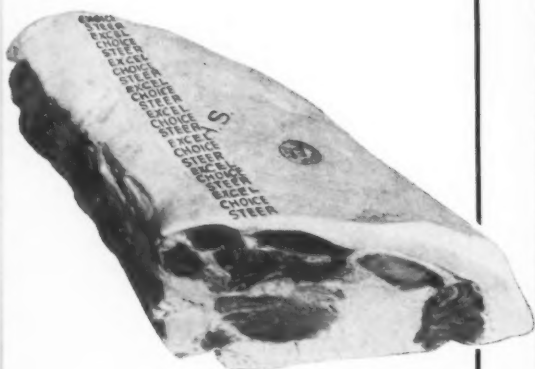
Mr. Packer: You feel justified in grading cattle as you buy them. Being experienced, you buy according to quality.

But how about the consumer? He buys blindly and has no protection, as he is not an expert.

The responsibility rests with you. You must protect the consumer for your own ultimate good. Grade your meats so that they will be sold for what they are. Every grade of meat has a definite market. Build up your business by keeping faith with your trade—through honest grade marking. In this process you will eliminate the chiseler.



Everhot ink-electric carcass markers are equipped with breakable handles. Their full length is 30" but they can be shortened for marking lamb, mutton and pork.



Marker is rolled over the carcass from end to end, leaving a continuous marking, as indicated in the illustration above.

EVERHOT INK-ELECTRIC CARCASS MARKERS

No. 65A

1 1/4" to 2"
Line of Lettering
Complete

\$37⁵⁰

F. O. B. Maywood

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F. O. B. Maywood

EVERHOT

MANUFACTURING COMPANY

603 S. 10th Ave. Maywood, Illinois
(Suburb of Chicago)

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For long hard mileage

and economy spread over the years



Example of de luxe styling for International Trucks. The modern International line fits all hauling needs—sizes from $\frac{1}{2}$ -ton to powerful six-wheel units. Prices as low as \$400 f. o. b. factory, for $\frac{1}{2}$ -ton 6-cylinder chassis.

RS

A SUIT of shoddy materials may stand the test of a sunny afternoon. But what of its condition after a year of hard wear? And, likewise, what about the *truck* you buy, at the end of a year's hard service?

A short try-it-on-the-job demonstration cannot tell you what you're going to find out after long mileage. And that's what you want to know when you buy. Brilliant performance is common enough in most new trucks today, but not all trucks can *continue* to give you trouble-free, low-cost service for long.

By far the greater part of a truck's economy is in lasting *stamina*—a steady procession of ton-miles delivered over a period of years. That is being proved by *Internationals*, at the hands of thousands upon thousands of owners.

Put your faith in International's 30-year reputation for quality. Solve your hauling problem through International ownership, and turn your mind to other problems.

INTERNATIONAL HARVESTER COMPANY
606 S. Michigan Ave. OF AMERICA Chicago, Illinois
(INCORPORATED)

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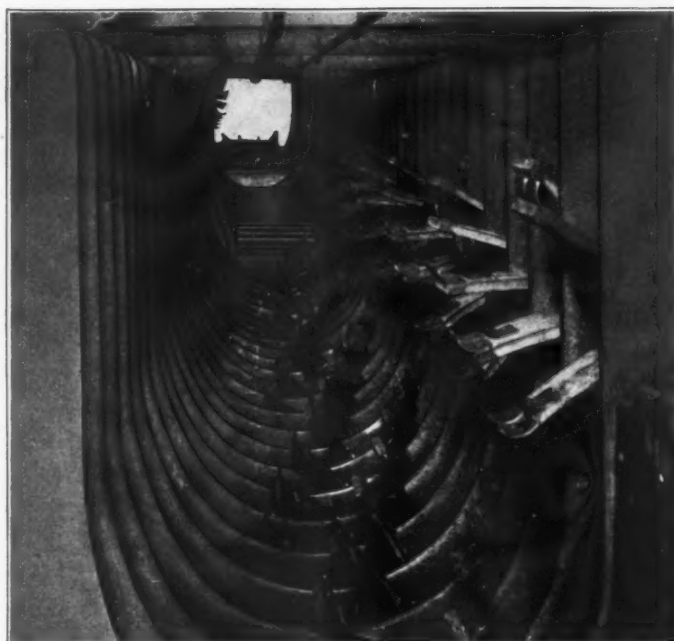
INTERNATIONAL TRUCKS

"BOSS" DEHAIRERS

800 Installations

● *Built to Suit Your Requirements*

From 50 to 750 Hogs Per Hour



The headlines tell the story! "BOSS" U and GRATE DEHAIRERS were designed and developed by our "BOSS" organization. Realizing the varying conditions in capacity requirements and the types of hogs slaughtered, we developed 39 sizes and 5 types of dehairers, all embodying the same patented cleaning features.

One of these machines will meet your purpose!

The efficiency and low maintenance cost of these machines are responsible for their popularity.

To Users of "BOSS" Dehairers

Purchase your fall supply of genuine "BOSS"
BELT SCRAPERS complete with claws, at
\$1.25 each, f. o. b. Cincinnati

Freight allowed on 100-lb. packages and over



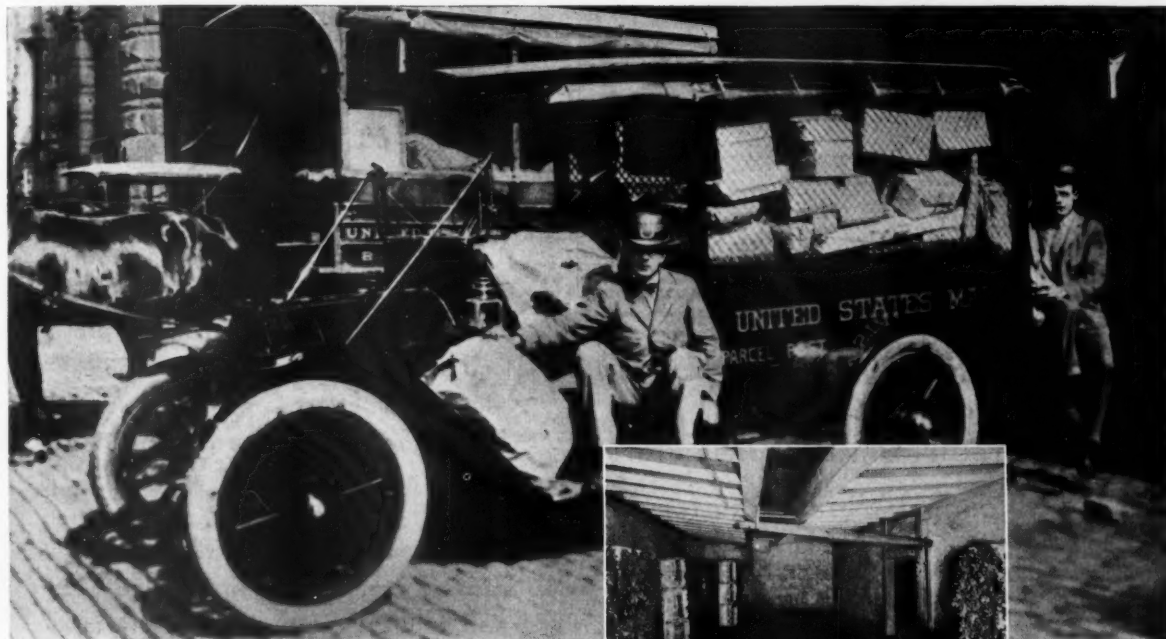
The Cincinnati Butchers' Supply Corporation

824 Exchange Ave., U. S. Yards
Chicago, Illinois

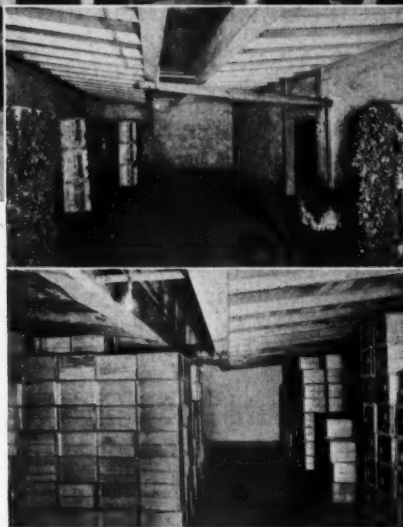
Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio

Even before the first package was sent by **PARCEL POST**...



*... these cold rooms were
insulated with Corkboard
that's still on the job!*



On January 1, 1913,
the Parcel Post System
was inaugurated in the
United States. It is
estimated that during
the first week more than
six million parcels
were handled.

TWO OF THE NINE
COLD ROOMS in the
warehouse of Crenshaw
Produce Company of Tampa,
Florida, insulated with Armstrong's
Corkboard more than 22 years ago!

THINK back to 1913! That was the year the first Parcel Post System went into effect throughout the United States. Yet months before this happened, the Crenshaw Produce Company of Tampa, Florida, specified the Armstrong's Corkboard Insulation which is serving faithfully in their cold rooms to this day!

Especially significant, to users of cold rooms, is this 22-year performance of corkboard, in view of the high humidity and high yearly average temperature which prevails in Tampa. Altogether, nine cold storage rooms—ranging in width

from 15' to 23', and in length from 17' to 43'—were insulated with Armstrong's Corkboard for lasting refrigeration economy.

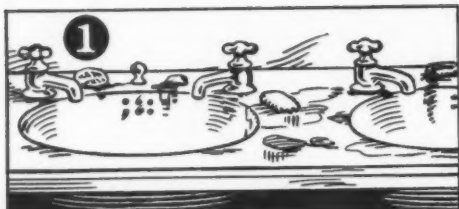
It will pay you to specify corkboard insulation for *your* cold rooms. In countless installations—in a wide variety of industries—during the past 35 years, Armstrong's Corkboard has definitely proved its ability to effectively bar the passage of heat . . . resist the efficiency-destroying effects of mois-

ture encountered at extreme low temperatures. And today's corkboard is even more efficient.

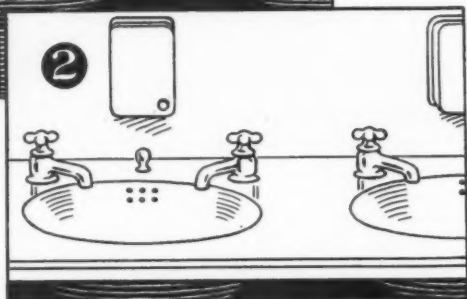
Properly installed, Armstrong's Corkboard Insulation will give you economical, dependable service for many years—save refrigeration dollars, cut down maintenance expense. For information and advice on insulation, write to Armstrong Cork Products Co., Building Materials Division, 952 Concord St., Lancaster, Penna.



Armstrong's CORKBOARD INSULATION



Washroom Waste *Pays No Dividends*



Contrast~

1. Wasteful—Untidy—Unsanitary
2. Economical—Neat—Sanitary

The thin wafers of bar soap in the public washrooms usually are discarded—that's sheer waste. Also, they cause an untidy, messy looking washroom and should be abolished. Powdered FLOTILLA Soap, in the new sanitary dispensers, prevents all waste, yet provides bar-soap satisfaction and gentleness.

These steel enameled dispensers, set flush against the wall, are neat and tidy, and easily filled. With each case of 48 packages of Powdered FLOTILLA Soap, you may have one FREE! Additional dispensers, if needed, will be supplied at cost.

POWDERED FLOTILLA SOAP

ARMOUR AND COMPANY • Industrial Soap Div.
1355 W. 31st Street Chicago, Illinois

BANISH IT!

It's the little savings, here and there, which aggregate sums substantial enough to become evident on the profit and loss statement. However, the saving you can effect in washroom soap is by no means inconsequential, and should not be ignored.

And when, at the same time, you can provide greater cleanliness, neatness and comfort—immediate action is in order. Powdered FLOTILLA soap is the answer to this problem.

Modern, Unbreakable Dispenser— FREE!



\$4.00 VALUE
With each
case of

POWDERED FLOTILLA SOAP

THE NATIONAL Provisioner

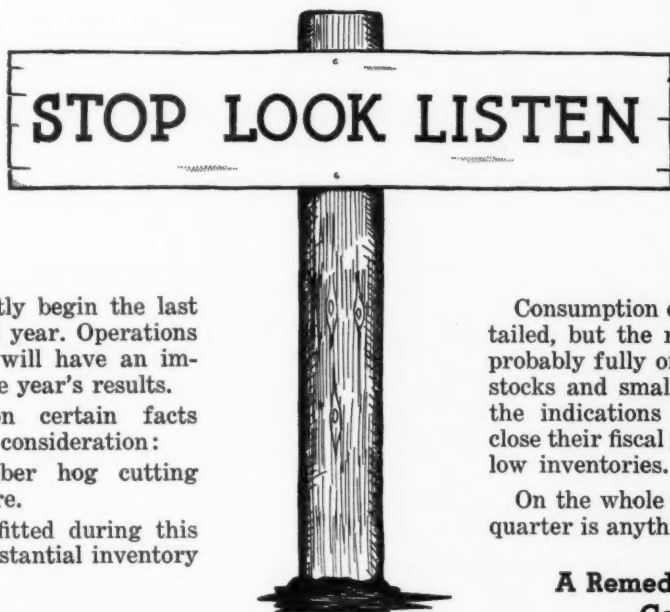
Volume 93

THE MAGAZINE OF THE

Number 2

Meat Packing and Allied Industries

JULY 13, 1935



PACKERS will shortly begin the last quarter of their fiscal year. Operations for the last quarter will have an important bearing on the year's results.

In this connection certain facts should be taken into consideration:

Since last November hog cutting losses have been severe.

Packers have benefitted during this same period from substantial inventory advances.

What is Outlook for the Last Quarter?

Hog slaughter will be much smaller than the corresponding period of 1934.

Unit expenses will be substantially higher than last year on account of reduced slaughter.

There is no indication that cutting losses will be reduced.

Inventories are decreasing rapidly. It is doubtful if packers can reasonably expect any material advance in product prices from present levels.

Numerous suits have been and are being filed to enjoin collection of processing taxes. No one can foretell what the outcome of the suits will be. In any event it is not probable that final action will be taken on these suits early enough to benefit this year's results.

Plant operations of most packers are reasonably efficient. *But the most perfect plant operations will not offset cutting losses and poor merchandising.*

Consumption of pork products is curtailed, but the reduced consumption is probably fully offset by small provision stocks and smaller slaughter. So that the indications are that packers will close their fiscal year with almost record low inventories.

On the whole the outlook for the last quarter is anything but encouraging.

A Remedy that Packers Can Apply

The industry has the choice of "frittering away" its depleted inventories, or *making a determined effort to merchandise inventories and current slaughter on a basis of cost, plus a reasonable profit.*

Except during the war years there never was a time more opportune for packers to adopt a policy of sensible merchandising. There is no action that packers could take that would be of more permanent benefit.

Every forward movement is the result of leadership. *If a reasonable number of packers have the courage to adopt a policy of sensible merchandising, others will follow.*

Weekly discussions of packing problems which began in THE NATIONAL PROVISIONER of March 23 have awakened considerable interest. If as a result of these discussions a policy of sensible merchandising is inaugurated, THE NATIONAL PROVISIONER will feel amply re-paid for its efforts.

More Processing Tax Suits as Courts Continue Injunctions

FEDERAL courts from the Atlantic to the Pacific are being flooded with suits against AAA processing taxes. Many more packers joined the procession this week in appealing for relief.

Government effort to knock out temporary injunctions failed in most cases, courts ruling that the matter was so important that it must be argued, and that meanwhile applicants were entitled to protection from the tax collector. In several cases federal judges expressed serious doubt of the constitutionality of the tax.

In the Senate debate on the AAA amendments developed general opposition to the AAA effort to "nail down" its tax power by barring law suits. Even Senator Smith, in charge of the bill, admitted he didn't know or care much about it.

Why Tax May Be Illegal

Unanimous ruling of three federal judges at Minneapolis in refusing to dissolve an injunction obtained by milling companies and meat packers declared that the suit must be heard because: "the constitutionality of the processing taxes involved is questioned principally on the following grounds:

"First, because the so-called tax is imposed to raise funds, not for the support of government but for the benefit of a private class of individuals.

"Second, because it is an attempt on the part of the federal government to regulate production within the states.

"Third, because of an unlawful delegation of legislative authority to the executive officers of the government."

Eastern Packer Hearings Begin

Hearings were held in federal court at Easton, Pa., this week in the suits of F. G. Vogt & Sons, Inc., Philadelphia, Pa.; Jacob Ulmer Packing Co., Pottsville, Pa.; Weiland Packing Co., Phoenixville, Pa.; Chester Packing & Provision Co., Chester, Pa.; A. C. Roberts, Kimberton, Pa.; John J. Felin & Co., Philadelphia, Pa.; Berks Packing Co., Reading, Pa.; Ch. Kunzler Co., Reading, Pa.; and Louis Burk, Inc., Philadelphia, Pa.

B. C. Dickinson of the Louis Burk Co., representing the Eastern Meat Packers' Association, was a witness for the packers. He told the court he had filed a protest against the tax with Secretary of Agriculture Wallace some time ago, but had received no reply from any government agency. F. G. Vogt, jr., president of the Vogt company, testified that the processing tax, as paid by the industry, has "created resentment among consumers" and declared the result has been a retarding of sales of packers' products. As proceedings opened the government made

a motion to dismiss the restraining order and Judge Kirkpatrick took the motion under advisement.

Packers had mixed success in securing injunctions restraining collection of hog taxes this week, Lake Erie Provision Co. and Ohio Provision Co., Cleveland, O., being refused such orders in a local federal court.

Packers Get Injunctions

However, Stahl-Meyer, Inc., New York, was granted an injunction on July 6 restraining collection of hog tax pending outcome of a suit for declaratory judgment. C. A. Durr Packing Co., Utica, N. Y., was granted an order directing local internal revenue collector to show cause why he should not be restrained from collection of the tax.

This suit will be heard at Malone, N. Y., where arguments for restraining injunctions of Scala Packing Co., Utica, N. Y., and Albany Packing Co., Albany, N. Y., are also being heard. An assistant to attorney-general Cummings was reported as aiding in arguing these cases in which the court had earlier denied the government's motion for dismissal. In denying the motion the court said: "Whether complainants are entitled to equitable relief, and if so what, and whether or not they have adequate remedy at law, are questions that can be passed upon more satisfactorily when all of the facts are before the court."

Temporary injunctions restraining collection of hog tax have lately been granted to Wilmington Provision Co., Wilmington, Del.; Perry Packing and Provision Co., Perry, Ia.; Berks Packing Co., Reading, Pa.; Emmart Packing Co., Louisville, Ky.; Luer Packing Co.,

Los Angeles, Cal., and Merchants Packing Co., Los Angeles, Cal.

Delays held up decision in cases of Danahy Packing Co., Buffalo, N. Y., and Adolf Gobel, Inc., New York city. Arguments on an order for federal officials to show cause why they should not be enjoined from collecting the tax from Gobel have been postponed until September. The government moved to dismiss the Danahy case, and the court took the motion under advisement, extending a temporary restraining order to July 16.

More Packers Suits Filed

Additional suits for temporary injunctions which have been brought by packers are those of:

Hygrade Food Products Corp., Brooklyn, New York.

Banfield Bros. Packing Co., Enid and Tulsa, Okla.

Powers-Begg, Inc., Jacksonville, Ill. Goldring Packing Co., Los Angeles, Cal.

Lake Erie Provision Co., Cleveland, O. Ohio Provision Co., Cleveland, O.

Cornelius Bros. Ltd., Los Angeles, Cal.

Weil Packing Co., Evansville, Ind.

Sellmayer Packing Co., Baltimore, Md.

Crocker-Huffman Land & Water Co., Merced, Cal.

Eighteen other companies in California have also filed suits. These include Valley Meat Co., Marysville; Butler Meat Co., Ltd., Roseville; Johnson & Openshaw, Oroville; Alta Packing Co., Dinuba; Cadwell, Kelly & Eisenlauer, Hanford; Chico Meat Co., Chico; Fall River Meat Co., Fall River Mills; Green Frog Meat Co., Madera; W. E. Johnson, Marysville; Rocco Grubbs, Fresno; Irvie Johnson, Elk Grove; Anker Meat Co., Modesto; California Market, Gilroy; Sebastopol Meat Co., Sebastopol;

(Continued on page 39.)

Attack AAA Amendments in Senate as Unconstitutional

AS the AAA amendments were under consideration in the Senate this week leaders indicated they would "take the bill apart" and analyze changes made in it since the first hearings and the NRA Supreme Court decision.

The meat industry, no longer included under regulatory provisions of the bill, was vitally interested in new provisions designed to lock the door on processing tax refunds. Opponents of the bill urged that the public be informed of its contents and meaning.

Processors, consumers and civic groups protested haste with which the measure was being rushed through, and asked for public hearings on it, declar-

ing that the proposed amendments no longer resembled the original measure and that the changes made in the bill should be considered carefully.

Borah Attacks Tax Feature

Senator Borah of Idaho announced this week that he will attack various provisions in the amendments. He will contest the portion of the bill which would deny appeal to the courts in suits for recovery of tax payments and damages.

"The AAA amendments would absolve government officials from liability in case the law is held unconstitutional," Senator Borah declared, "and

(Continued on page 39.)

Lighting in the Meat Packing Plant

Suggested Practice for Sizes and Spacing of Lamps and
Maintenance of Lighting System

By W. S. HADAWAY*

LIGHT requirements for processing and manufacturing operations in the meat packing plant are not so exacting as those for fine detail work in many other industries.

Nevertheless, many operations peculiar to meat packing can well afford special treatment, following recommendations of correct lighting practices.

On cutting and trimming tables, for example, a fairly high level of illumination is of primary importance, because

● *Second of two articles on better lighting in the meat plant. The first appeared in THE NATIONAL PROVISIONER of May 25, 1935.*

Lighting on Killing Floors

Two locations in the hog kill room can well use what is termed as localized general lighting. It is the method of building up illumination on any con-

adequate light. R. L. M. reflectors with 200-watt Mazda lamps should be mounted about 4 ft. above trays and spaced approximately 4 ft. apart.

In addition to local lighting at these locations, entire hog kill or beef kill room should receive a good level of general illumination. R. L. M. reflectors and 150-watt Mazda lamps, spaced 10 to 12 ft. apart and mounted approximately 10 ft. above floor, will fulfill these requirements satisfactorily.

Coolers and Curing Cellar

In beef or hog coolers, 100-watt Mazda lamps in R. L. M. reflectors should be mounted about 10 ft. apart on ceiling. Where coolers are used for inspection or selling, a much higher level of illumination is desirable. To meet these requirements, 200-watt lamps in R. L. M. reflectors should be mounted 10 to 12 ft. apart over center of each aisle. A mounting height of 9 ft.—or just enough to clear trolleys—is advisable.

In pickle cellars a fairly high level of uniformly distributed illumination should be provided to facilitate loading and unloading of vats and tierces. R. L. M. reflectors with 100 watt Mazda lamps should be mounted 10 ft. apart on the ceiling and directly over the vats. All lamps should be enclosed in vapor-proof fixtures, to protect base and socket against salt corrosion which sometimes causes short circuits. For the same reason all wiring should be lead-covered cables or installed in conduit that is heavily coated with paint.

Some 3,000 different types and sizes



NO GLARE OR EYE STRAIN IN CUTTING ROOM.

R.L.M. reflectors and 150-watt white bowl Mazda lamps are installed above this work table. They are mounted 9 ft. above floor, spaced 8 ft. apart, and produce an illumination of 20 foot-candles on table top.

of need for accurate work and danger of injury. Glare in all cases should be kept under control by use of proper reflectors. An accident at cutting and trimming tables and at some other operations might easily be caused when a worker's eyes are irritated from bright glare, and his judgment is thereby impaired.

Cutting and Trimming Tables

For 4-by-12-ft. tables two 150-watt Mazda lamps in R.L.M. reflectors will provide good lighting. They should be suspended approximately 10 ft. above floor and symmetrically spaced over table.

The same specifications may be followed in the sausage room for linking table and at stuffing machine.

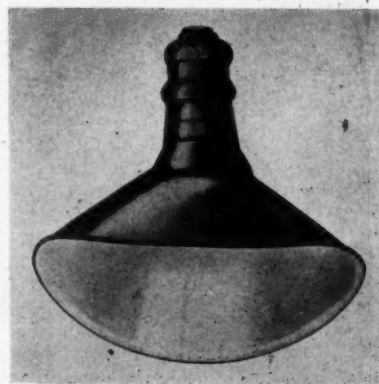
*Illuminating engineer, Westinghouse Lamp Company.

finer working area. Places where government men inspect hogs on rail are locations where it is desirable to have lighting of higher levels than those of general room illumination. This enables inspectors to work faster and with greater accuracy.

For good lighting at these points two symmetrical-angle reflectors, with 200-watt Mazda lamps, are recommended. They should be spaced about 6 ft. apart and mounted 10 ft. above the floor, directly over inspector's platform. They will then concentrate light on hogs without sending any spill light (glare) into inspector's eyes.

Similar lighting practice is recommended for inspection procedure in the beef house.

The other location is where men inspect viscera on moving trays. Here again inspectors must work fast and accurately, but cannot do so without



PUTS LIGHT WHERE NEEDED.

Type of reflector used where workers' attention is directed in a vertical plane. Its greatest use in meat plants is to illuminate carcasses on traveling chain.

of Mazda lamps are manufactured today. However, the meat plant electrical man need concern himself with but a half dozen or so, ranging from 50 to 500 watt.

Selecting Lamp Types and Sizes

Only standard lamps up to and including 100-watt size are supplied with inside frosted bulbs. Higher wattage frosted lamps are ordinarily supplied at a small additional cost.

White bowl lamps—those with bulb end coated white—are made in sizes ranging from 150 watts upward. White coating conceals filament when lamp is used in an open type reflector. In this manner glare of bright filaments is minimized. There is no particular advantage in using these lamps in R. L. M. reflectors which are mounted more than 12 ft. above floor. At this height little direct glare from clear-bulb lamps can strike eyes of workers.

Lamps with bulbs of blue-green glass filter out some red and yellow rays. Known as "daylight lamps," they produce a light of whiter color and of a quality somewhat similar to daylight. Uses for these lamps in meat packing industry are limited. They may be used for meat inspection. In wholesale warehouses the whiter light of daylight lamps seems to assist the buyer in his selections.

It must be remembered, however, that blue-green glass absorbs 35 per cent of light generated by the filament. For a given level of illumination, therefore, more wattage is required to compensate for this loss of light. One size larger lamp must be substituted for clear bulb lamps.

Maintaining Lighting System

Interior color scheme is an important factor in effective indoor illumination. Light-colored walls and ceilings reflect light better and contribute to higher operating efficiency of lighting installations. The room also has a more



BEST LIGHTING FOR CURING CELLAR.

Vapor-proof units and 100-watt Mazda lamps installed in R.L.M. reflectors are used to light this curing cellar. Units spaced 10 feet apart produce an average illumination of 8 foot-candles.

pleasing appearance, not to mention an impression of cleanliness.

A good flat white paint, with a reflection factor of at least 80 per cent is recommended for ceilings. Some such color as cream, which has a reflection factor of about 60 per cent, makes a good coating for upper part of walls. Lower sections may be finished in darker colors to a height of 4 or 5 feet if desired.

Dust-laden air, even in cleanest of interiors, will soon dirty lighting fixtures. As dust accumulates on reflectors and lighting glassware it gradually absorbs more and more light, until efficiency of the entire installation is reduced to a point where operating costs run unnecessarily high.

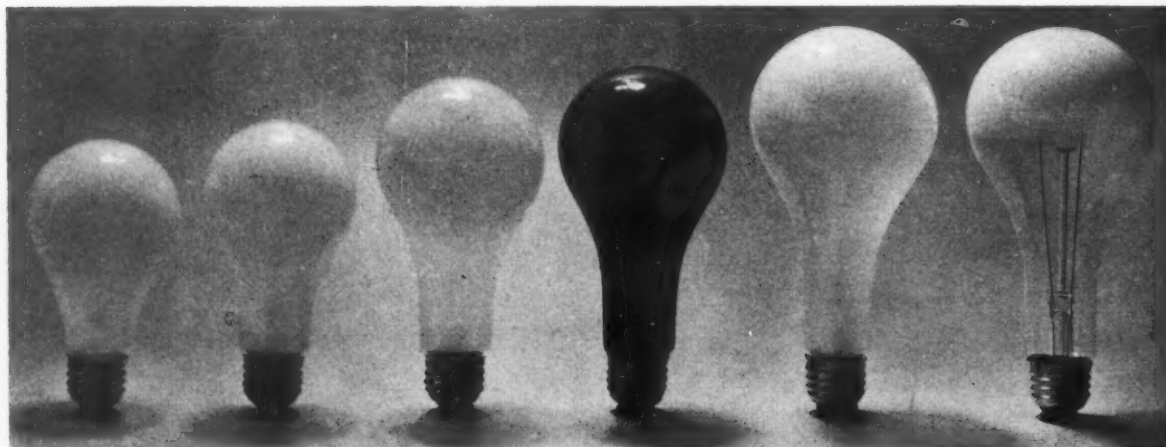
All lighting equipment should, therefore, be cleaned at regular intervals.

As frequently as once a month wipe off the dust and dirt. Every third or fourth time it is a good plan to wash the reflectors, using ammonia and water ($\frac{1}{2}$ pint ammonia to a bucket of water). Periodic cleaning of equipment will pay for itself by maintenance of good light and providing better lighting value for the electric dollar.

How to Check Up on Wiring

Final efficiency of artificial lighting depends, to a great extent, upon wiring. Mazda lamps are designed to operate most economically at their designed voltage. If there is an excessive voltage drop in the wiring—caused by undersized (inadequate) wire or by abnormally long runs—lamp will operate at a lower voltage, and light output will be reduced appreciably.

(Continued on page 21.)



THESE LAMP SIZES MEET MOST MEAT PLANT LIGHTING REQUIREMENTS.

Lamps finding the greatest use in meat packing plants range from 60 to 500 watts. Seen above (left to right) are 60, 75, and 100-watt, 100-watt daylight blue, 150-watt and 150-watt white bowl Mazda lamps.

Smoked Meat Shrinkage Costs

Shrinkage Losses Cost More Than Before Price Rise
And it Pays to Know How to Figure

PACKERS agree that in a business of narrow and uncertain margins guesswork is apt to be costly.

In spite of this fact, with product prices frequently out of line with material costs, many packers are still guessing as to the expenses they will incur in handling certain classes of business.

Some costs are uncertain, but others are definite, and as easily determinable as the cost of a live hog or of 100 lbs. of hams.

One of these certain costs is the cost of shrinkage. If a packer knows how much his pork products will shrink during the smoking process, for example, he can determine to the penny how much shrinkage cost he will incur on any given lot of product.

It Pays to Take Time to Figure

Probably the failure to figure these costs accurately is due to inconvenience and loss of time involved in sitting down with a pencil and paper and making the calculations.

To make it easy to find the shrinkage cost on smoked meats, THE NATIONAL PROVISIONER published some time ago a table of shrinkage costs for products of various price ranges and for various percentages of shrink. This table is repeated below, with the addition of some figures for a number of price ranges not covered in the previous table.

Shrinkage on items which have advanced in price now costs more than the same percentage of shrink cost before the price advance took place.

HOW TO FIGURE COST OF SHRINKAGE ON SMOKED MEATS

Amount per cwt. which must be added to cover cost of weight losses in converting sweet pickle pork products into smoked pork items. The table may be used in figuring the costs for hams, bacon, picnics, butts, or any smoked meat, as will be noted from the explanation.*

Market Price per cwt. of Standard S. P. Product.	Shrinkage										
	6%	7%	8%	9%	10%	11%	12%	13%	14%	15%	16%
\$ 4.00	\$0.26	\$0.30	\$0.35	\$0.40	\$0.44	\$0.49	\$0.55	\$0.60	\$0.65	\$0.71	\$0.76
4.25	.27	.32	.37	.42	.47	.53	.58	.64	.69	.75	.81
4.50	.29	.34	.39	.45	.50	.56	.61	.67	.73	.79	.86
4.75	.30	.36	.41	.47	.53	.59	.65	.71	.77	.84	.90
5.00	.32	.38	.43	.49	.56	.62	.68	.75	.81	.88	.95
5.25	.34	.40	.46	.52	.58	.65	.72	.78	.85	.93	1.00
5.50	.35	.41	.48	.54	.61	.68	.75	.82	.90	.97	1.04
5.75	.37	.43	.50	.57	.64	.71	.78	.86	.94	1.01	1.09
6.00	.38	.45	.52	.59	.67	.74	.82	.90	.98	1.06	1.14
6.25	.40	.47	.54	.62	.70	.77	.85	.93	1.02	1.10	1.19
6.50	.42	.49	.57	.64	.72	.80	.89	.97	1.06	1.15	1.24
6.75	.43	.51	.59	.67	.75	.83	.92	1.01	1.10	1.19	1.29
7.00	.45	.53	.61	.69	.78	.87	.95	1.05	1.14	1.24	1.33
7.25	.46	.55	.63	.72	.81	.90	.99	1.08	1.18	1.28	1.38
7.50	.48	.56	.65	.74	.83	.93	1.02	1.12	1.22	1.32	1.43
7.75	.50	.58	.67	.77	.86	.96	1.06	1.16	1.26	1.37	1.48
8.00	.51	.60	.70	.79	.89	.99	1.09	1.20	1.30	1.41	1.52
8.25	.53	.62	.72	.82	.92	1.02	1.13	1.23	1.34	1.46	1.57
8.50	.54	.64	.74	.84	.95	1.05	1.16	1.27	1.38	1.50	1.62
8.75	.56	.66	.76	.87	.97	1.08	1.19	1.31	1.42	1.54	1.67
9.00	.58	.68	.78	.89	1.00	1.11	1.23	1.35	1.47	1.59	1.71
9.25	.59	.70	.80	.91	1.03	1.14	1.26	1.38	1.51	1.63	1.76
9.50	.61	.72	.83	.94	1.05	1.17	1.30	1.42	1.55	1.68	1.81
9.75	.62	.73	.85	.96	1.08	1.21	1.33	1.46	1.59	1.72	1.86
10.00	.64	.75	.87	.99	1.11	1.24	1.36	1.50	1.63	1.77	1.91
10.25	.65	.77	.89	1.01	1.14	1.27	1.40	1.53	1.67	1.81	1.95
10.50	.67	.79	.91	1.03	1.17	1.30	1.43	1.57	1.71	1.85	2.00
10.75	.69	.81	.93	1.06	1.20	1.33	1.47	1.61	1.75	1.90	2.05
11.00	.70	.83	.96	1.09	1.22	1.36	1.50	1.64	1.79	1.94	2.10
11.25	.72	.85	.98	1.11	1.25	1.39	1.53	1.68	1.83	1.99	2.14
11.50	.73	.87	1.00	1.13	1.28	1.42	1.57	1.72	1.87	2.03	2.19
11.75	.75	.88	1.02	1.16	1.31	1.45	1.60	1.76	1.91	2.07	2.24
12.00	.77	.90	1.04	1.19	1.33	1.48	1.64	1.79	1.95	2.12	2.29
12.25	.78	.92	1.07	1.21	1.36	1.51	1.67	1.83	1.99	2.16	2.33
12.50	.80	.94	1.09	1.24	1.39	1.55	1.71	1.87	2.04	2.21	2.38
12.75	.81	.96	1.11	1.26	1.42	1.58	1.74	1.91	2.08	2.25	2.43
13.00	.83	.98	1.13	1.29	1.44	1.61	1.77	1.94	2.12	2.29	2.48
13.25	.85	1.00	1.15	1.31	1.47	1.64	1.81	1.98	2.16	2.34	2.52
13.50	.86	1.02	1.17	1.34	1.50	1.67	1.84	2.02	2.20	2.38	2.57
13.75	.88	1.04	1.20	1.36	1.53	1.70	1.88	2.06	2.24	2.43	2.62
14.00	.89	1.05	1.22	1.38	1.56	1.73	1.91	2.09	2.28	2.47	2.67
14.25	.91	1.07	1.24	1.41	1.58	1.76	1.94	2.13	2.32	2.52	2.71
14.50	.93	1.09	1.26	1.43	1.61	1.79	1.98	2.17	2.36	2.56	2.76

(Table Continued on Next Page.)

HOW TO FIGURE COST OF SHRINKAGE ON SMOKED MEATS

(Table Continued from Preceding Page.)

Market Price per cwt. of Standard S. P. Product.	Shrinkage										
	6%	7%	8%	9%	10%	11%	12%	13%	14%	15%	16%
\$14.75	\$0.94	\$1.11	\$1.28	\$1.46	\$1.64	\$1.82	\$2.01	\$2.21	\$2.40	\$2.60	\$2.81
15.00	.96	1.13	1.30	1.48	1.67	1.85	2.05	2.24	2.44	2.65	2.86
15.25	.97	1.15	1.33	1.51	1.70	1.88	2.08	2.28	2.48	2.69	2.91
15.50	.99	1.17	1.35	1.53	1.72	1.92	2.11	2.32	2.52	2.74	2.95
15.75	1.00	1.19	1.37	1.56	1.75	1.95	2.15	2.35	2.56	2.78	3.00
16.00	1.02	1.20	1.39	1.58	1.78	1.98	2.18	2.39	2.60	2.82	3.05
16.25	1.04	1.22	1.41	1.61	1.81	2.01	2.22	2.43	2.65	2.87	3.10
16.50	1.05	1.24	1.43	1.63	1.83	2.04	2.25	2.47	2.69	2.91	3.14
16.75	1.07	1.26	1.46	1.66	1.86	2.07	2.28	2.50	2.73	2.96	3.19
17.00	1.09	1.28	1.48	1.68	1.89	2.10	2.32	2.54	2.77	3.00	3.24
17.25	1.10	1.30	1.50	1.71	1.92	2.13	2.35	2.58	2.81	3.04	3.29
17.50	1.12	1.32	1.52	1.73	1.95	2.16	2.39	2.62	2.85	3.09	3.33
17.75	1.13	1.34	1.54	1.76	1.97	2.19	2.42	2.65	2.89	3.13	3.38
18.00	1.15	1.36	1.57	1.78	2.00	2.22	2.46	2.69	2.93	3.18	3.43
18.25	1.17	1.37	1.59	1.80	2.03	2.26	2.49	2.73	2.97	3.22	3.48
18.50	1.18	1.39	1.61	1.83	2.06	2.29	2.52	2.77	3.01	3.27	3.52
18.75	1.20	1.41	1.63	1.85	2.09	2.32	2.56	2.80	3.05	3.31	3.57
19.00	1.21	1.43	1.65	1.88	2.11	2.35	2.59	2.84	3.09	3.35	3.62
19.25	1.23	1.45	1.67	1.90	2.14	2.38	2.63	2.88	3.13	3.40	3.67
19.50	1.25	1.47	1.70	1.93	2.17	2.41	2.66	2.92	3.17	3.44	3.71
19.75	1.26	1.49	1.72	1.95	2.20	2.44	2.69	2.95	3.22	3.49	3.76
20.00	1.28	1.51	1.74	1.98	2.22	2.47	2.73	2.99	3.26	3.53	3.81
20.25	1.29	1.52	1.76	2.00	2.25	2.50	2.76	3.03	3.30	3.57	3.86
20.50	1.31	1.54	1.78	2.03	2.28	2.53	2.80	3.06	3.34	3.62	3.91
20.75	1.33	1.56	1.80	2.05	2.31	2.56	2.83	3.10	3.38	3.66	3.95
21.00	1.34	1.58	1.83	2.08	2.34	2.60	2.86	3.14	3.42	3.71	4.00
21.25	1.36	1.60	1.85	2.10	2.36	2.63	2.90	3.18	3.46	3.75	4.05
21.50	1.37	1.62	1.87	2.13	2.39	2.66	2.93	3.21	3.50	3.79	4.10
21.75	1.39	1.64	1.89	2.15	2.42	2.69	2.97	3.25	3.54	3.84	4.14
22.00	1.41	1.66	1.91	2.18	2.45	2.72	3.00	3.29	3.58	3.88	4.19
22.25	1.43	1.68	1.93	2.20	2.47	2.75	3.03	3.33	3.62	3.93	4.24
22.50	1.44	1.69	1.96	2.23	2.50	2.78	3.07	3.36	3.66	3.97	4.29
22.75	1.45	1.71	1.98	2.25	2.53	2.81	3.10	3.40	3.70	4.02	4.33
23.00	1.47	1.73	2.00	2.27	2.56	2.84	3.14	3.44	3.74	4.06	4.38
23.25	1.49	1.75	2.02	2.30	2.59	2.87	3.17	3.48	3.79	4.10	4.43
23.50	1.50	1.77	2.04	2.32	2.61	2.90	3.21	3.51	3.83	4.15	4.48
23.75	1.52	1.79	2.07	2.35	2.64	2.94	3.24	3.55	3.87	4.19	4.52
24.00	1.53	1.81	2.09	2.37	2.67	2.97	3.27	3.59	3.91	4.24	4.57
24.25	1.55	1.83	2.11	2.40	2.70	3.00	3.31	3.63	3.95	4.28	4.62
24.50	1.57	1.84	2.13	2.42	2.72	3.03	3.34	3.66	3.99	4.32	4.67
24.75	1.58	1.86	2.15	2.45	2.75	3.06	3.38	3.70	4.03	4.37	4.71
25.00	1.60	1.88	2.17	2.47	2.78	3.09	3.41	3.74	4.07	4.41	4.76
25.25	1.61	1.90	2.20	2.50	2.81	3.12	3.44	3.77	4.11	4.46	4.81
25.50	1.63	1.92	2.22	2.52	2.84	3.15	3.48	3.81	4.15	4.50	4.86
25.75	1.65	1.94	2.24	2.55	2.86	3.18	3.51	3.85	4.19	4.54	4.91
26.00	1.66	1.96	2.26	2.57	2.89	3.21	3.55	3.89	4.23	4.59	4.95
26.25	1.68	1.98	2.28	2.60	2.92	3.24	3.58	3.92	4.27	4.63	5.00
26.50	1.69	2.00	2.30	2.62	2.95	3.28	3.61	3.96	4.31	4.68	5.05
26.75	1.71	2.01	2.33	2.65	2.97	3.31	3.65	4.00	4.35	4.72	5.10
27.00	1.73	2.03	2.35	2.67	3.00	3.34	3.68	4.03	4.40	4.77	5.14
27.25	1.74	2.05	2.37	2.70	3.03	3.37	3.72	4.07	4.44	4.81	5.19
27.50	1.76	2.07	2.39	2.72	3.06	3.40	3.75	4.11	4.48	4.85	5.24
27.75	1.77	2.09	2.41	2.74	3.09	3.43	3.79	4.15	4.52	4.90	5.29
28.00	1.79	2.11	2.43	2.77	3.11	3.46	3.82	4.19	4.56	4.94	5.33
28.25	1.81	2.13	2.46	2.79	3.14	3.49	3.85	4.22	4.60	4.99	5.38
28.50	1.82	2.15	2.48	2.82	3.17	3.52	3.89	4.26	4.64	5.03	5.43
28.75	1.84	2.16	2.50	2.84	3.20	3.55	3.92	4.30	4.68	5.07	5.48
29.00	1.85	2.18	2.52	2.87	3.22	3.58	3.96	4.34	4.72	5.12	5.52
29.25	1.87	2.20	2.54	2.89	3.25	3.62	3.99	4.37	4.76	5.16	5.57
29.50	1.89	2.22	2.57	2.92	3.28	3.65	4.02	4.41	4.80	5.21	5.62
29.75	1.90	2.24	2.59	2.94	3.31	3.68	4.06	4.45	4.84	5.25	5.67
30.00	1.92	2.26	2.61	2.97	3.34	3.71	4.09	4.49	4.88	5.30	5.72

*EXPLANATION—The left-hand column shows market prices per cwt. of standard S. P. product (hams, picnic, bellies, or whatever). Other columns show various percentages of weight loss from shrinkage.

From your tests you know your average shrinkage from S. P. to smoked weight on each of these products. Use the column showing that percentage, and the dollar figure in that column opposite the market price of S. P. product will give you the amount you lose by shrinkage. This should be used in computing cost of the smoked meats.

This is only one cost item. Others to be figured include cost of labor in trucking, unloading, soaking, stringing, hanging, smoking and branding; also supplies, repairs, plant overhead, wrapping, packing, loading, delivery, selling and administrative expense, and profit.

Additional copies of this table for use of your employees may be had at nominal cost on application to THE NATIONAL PROVISIONER.

Success in Selling Sausage

Quality Can Hold Its Own Against Price Appeal
With Good Merchandising Methods

By H. A. ARMSTRONG

National Organization of Sausage Manufacturers.

WHETHER quality sausage can be sold in competition with sausage manufactured on a "price appeal" basis is a question that has held the interest of the sausage industry generally for many months.

Some manufacturers have maintained the opinion that primary attention must be directed toward meeting price competition. Others have held that principal emphasis on quality rather than strictly price appeal can be successful in merchandising sausage.

If the welfare of the sausage industry on a long-time basis, as well as the welfare of the individual manufacturer, is taken seriously into consideration, it becomes evident that all manufacturers should exert the utmost effort at all times to reduce to a minimum the amount of sausage made to sell at a price.

Quality vs. Price Appeal

Good sausage will bring a customer back for more sausage. Sausage "made down" to sell at a price too often is likely to turn the consumer away from all sausage.

The manner in which sausage manufactured on a quality basis can be sold in competition with sausage made to sell at a price is one that merits careful study by all sales executives and salesmen. In this connection an analysis of the sales situation made by the sales manager of a well-known sausage manufacturer, who consistently has maintained sales on a quality basis, is pertinent.

To this question of whether quality sausage can compete with sausage at a price, this sales manager makes an emphatic affirmative response. To support his view, he submits an outline of the manner in which one such sale was consummated:

"During the past two or three years," he says, "when many commodity prices were low and sausage raw materials were fairly reasonable, there was a low limit to the amount of money available for food products. As a result, many sausage manufacturers made sausage 'down to a price' and sold it on that basis, in order to keep up their volume of sales.

"In addition, many sausage makers

centered their attention on standard frankfurts and bologna, and the result was that these two items became very competitive, and were oftentimes sold at no profit and at actual losses, in order to try to swing some other sausage specialty business with the order.

How Trade Was Lost

"Chain stores, key dealers and others, by being able to buy these products at low prices, tried to stimulate their sausage business by putting on big sales at no profits—or at least low profits—to the stores. Competition developed as manufacturers fought to hold this cheap sausage business. One-fourth of a cent a pound often served to swing the order.

"The inevitable happened. Consumers—who formerly had bought sausage liked it, and come back for more—found that the former quality, appearance and

large chain store organizations something like this:

SAUSAGE MAKER: Mr. Chain Store Dealer, we understand your sausage business is not what it used to be in volume, and also that you are unable to make your old time profits.

CHAIN STORE DEALER: That is exactly the case.

SAUSAGE MAKER: What, in your opinion, has caused this condition?

DEALER: It just seems that people aren't eating so much sausage these days.

SAUSAGE MAKER: Well, what have you done to change the situation?

DEALER: We have put on sales and advertised the products and sold them at practically no profit, in order to change their attitude.

SAUSAGE MAKER: And this did not work?

Cheap Product Killed Demand

DEALER: No, they just don't seem to want to buy sausage as they used to buy it.

SAUSAGE MAKER: I can tell you the reason the sausage business has been on the decline for the past several months. And I can also tell you how you can change this situation around.

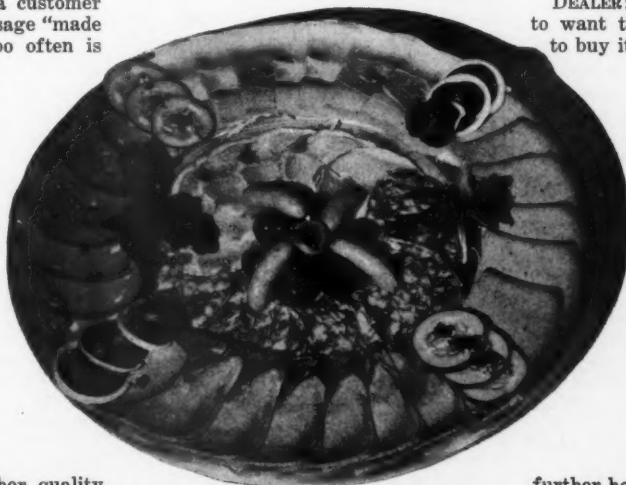
The sausage manufacturer then related the story about cheap products being competitive. He said that sausage makers had cheapened the product as they tried to sell low, lowering the quality and causing people not to want to buy sausage the second time. He detailed further how chain stores, trying to hold their sausage business by selling at a narrow margin, merely had added to the distress. He continued:

A Plan for the Dealer

SAUSAGE MAKER: I have a plan, if you will accept it and go along with it over a period of a few weeks, that will remedy the situation. It will lower your labor cost, raise your money sales, get your profits back where they used to be, and will stimulate your volume.

DEALER: That sounds good to me. We will certainly go along on the proposition if it will do what you say.

(Continued on page 29.)



QUALITY PRODUCT HAS SALES APPEAL.

flavor were missing. Disappointed, they turned away from sausage and began buying other products. The sausage business continued to suffer.

"Manufacturers who stuck to their high quality standards, and where possible made improvements in packaging, manufacture and quality, seemed to weather the storm considerably better."

Selling the Dealer

A good example of how this policy was accepted by large chain stores was noted in a good many places, and it was presented by the manufacturer to the

Practical Points for the Trade



Making White Franks

Some sausage manufacturers have found white frankfurters a profitable item. Their striking appearance attracts much consumer attention when displayed in the retail case. An Eastern sausage manufacturer has heard about this product and wished to know how to make it. He says:

Editor THE NATIONAL PROVISIONER:

Our trade is asking for a white frankfurter. We have tried to make them with the regular beef and pork formula but do not get the color we want on the product. Can you give us formula and directions for making a white frankfurter?

To make a white sausage or white frankfurter, use

55 lbs. regular pork trimmings
45 lbs. fresh veal.

Instead of curing the meats in advance, add $\frac{1}{2}$ oz. nitrite of soda dissolved in a quart of cold water to the meat in the chopper when the seasoning is added.

The veal trimmings should be very cold, so they can be chopped a long time without heating. The longer they are chopped the whiter they will get. Ice may be added to the veal during the chopping process, but at no time should the meat be permitted to reach a temperature over 65 degs. Fahr. After the veal is thoroughly chopped add the nitrite of soda, the regular pork trimmings and the following seasoning:

8 oz. sugar
 $2\frac{1}{2}$ lbs. salt
7 oz. pepper
2 oz. mace
 $\frac{1}{2}$ oz. ground caraway
3 oz. coriander
 $\frac{1}{4}$ oz. ground celery seed
 $\frac{1}{4}$ oz. cardamon.

Chop, without additional ice, until the mixture is of a fine consistency.

Liquid seasonings may be used or, where the production is fairly large, already mixed dry seasonings, such as are prepared by reputable dry seasoning dealers, will assure convenience and uniformity.

The product may be stuffed in wide sheep casings or the small-size cellulose casings designed especially for frankfurters.

After stuffing, hang over night in the cooler and smoke the following day. Before smoking the product should hang in natural temperatures for an hour or two.

This formula provides a highly-seasoned white frankfurter which takes a fine smoke and presents a striking appearance.

Do you use this page to get your questions answered?

Cattle Yields

A small packer asks for dressing percentages and boning yields on various grades of cattle. He says:

Editor THE NATIONAL PROVISIONER:

Please advise the dressing percentage of a bologna cow weighing 800 lbs., also boning yield. What will better cattle lose in killing?

It is presumed that by "bologna" cows this packer means that grade of animal known in the industry as "canner." An 800-lb. cow of this grade will dress out about as follows: Average dressed weight, 340 lbs.; yield of beef, 42.50 per cent; fat, $1\frac{1}{2}$ per cent; hide, 6 $\frac{1}{4}$ per cent.

Following is a sample test made on six carcasses of this grade, total weight of which was 2,415 lbs., or a little over 400 lbs. per carcass: Meat, 71.84 per cent; bones, 22.48 per cent; tallow, 1.78 per cent; tankage, 3.36 per cent; kidneys, .54 per cent.

Representative dressing percentages of better grades of cattle are: Fair steers, 55.52 per cent; baby beef, 58.2 per cent; cows, 52 per cent.

Cleaning Hog Casings

New methods for cleaning casings have been devised whereby the casings are cleaned and ready for salting a short time after they leave the killing floor.

This is a far cry from the old method of soaking casings 24 or 48 hours at high temperatures, when oversoaked casings resulted in heavy losses and undersoaked product was difficult to slime, and when the odors attendant on this soaking and sliming process were very objectionable.

While increase in yield and the saving in labor are important in this new process, perhaps the most important features of mechanical cleaning are the speedy handling of the product and the elimination of all offensive odors.

A description of this method has been printed by THE NATIONAL PROVISIONER. Copy can be secured by sending a 10c stamp with request, as follows:

The National Provisioner,
407 South Dearborn St., Chicago, Ill.
Please send me copy of article describing modern method of cleaning hog casings.

Name

Street

City

Inclosed find 10c stamp.

Making Compound

An Eastern packer planning to make compound asks for a formula. He writes:

Editor THE NATIONAL PROVISIONER:

Would you be kind enough to give us information on the manufacture of shortening, using beef fats and cottonseed oil?

The proportion of beef fats and cotton seed oil commonly used in shortening depends on the kinds of beef fats available. The following combinations will produce good products:

FORMULA No. 1

	Per cent
Cottonseed oil	60 to 65
Edible tallow	35 to 40

FORMULA No. 2

Cottonseed oil	80 to 85
Oleo stearine	15 to 20

FORMULA No. 3

Cottonseed oil	75 to 78
Edible tallow	10 to 15
Oleo stearine	10 to 12

Ingredients are mixed together by melting in a kettle or tank and handled in the same manner as lard; that is, by being chilled on a roll and packaged.

Edible tallow usually is deodorized with steam under a vacuum before being used in shortening, otherwise the tallow flavor is too apparent. This deodorizing equipment is standard in the industry, and may be purchased from meat plant equipment manufacturers.

MAKING STAMPING INK

A good ink for stenciling or stamping labels, shipping cartons or signs is always needed in many departments of a meat packing plant. A suggestion for making such a fluid comes from a well-known sausage foreman, who writes:

Editor THE NATIONAL PROVISIONER:

An excellent black stamping ink for labels and cartons may be made by mixing six parts of ordinary printers ink with one part of refined linseed oil. Best results can be obtained by heating the oil before it is added to the ink.

Very truly yours,
FRANK R. MAHONEY

SPACING HOGS IN COOLER

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's latest book?

Plant Operations

Pointers for the Superintendent,
Engineer, Master Mechanic and
other Operating Executives

NEED FOR CLEANLINESS

A small packer planning installation of a canning department writes as follows:

Editor THE NATIONAL PROVISIONER:

We have been giving some thought to canning meat, and as our capital is limited, and of course the outcome of the venture is more or less uncertain, we had considered starting with as small an investment as possible.

Among other things we thought we might use wood benches and tables, but have been warned against these. We are unable to see the need for more expensive metal equipment. Should the meat become contaminated with bacteria from the wood it would be made sterile in processing. Why, therefore, is it necessary to keep all equipment spotlessly clean?

The one fact that food for human consumption is being prepared should be sufficient reason for keeping the canning department as nearly sterile as possible. But if this canner has no scruples in this respect he might consider that wood equipment retains moisture, is liable to collect mold, and retains odors that might very likely affect flavor of the products handled and consequently lower their quality.

A high degree of cleanliness in the canning department is also required to reduce danger of spoilage. If there were no micro-organisms present on the meat and in the cans when the cans were closed there would be no need for processing. The heavier the infestation becomes, the greater is the danger of losses, unless more heat or a longer time is given to the cans in the processing operation.

Canners keep their departments spotlessly clean because it is good business for them to do so, and cheaper in the long run.

MEAT PLANT LIGHTING

(Continued from page 16.)

A drop of 1 per cent in socket voltage entails a 3 per cent loss in light output, though wattage is reduced by only 1½ per cent. Burning lamps undervoltage, therefore, increases cost of light.

Not less than No. 12 B. & S. gage wire should be used for branch circuits, either for runs from panelboard to first outlet or for runs between outlets. For runs of 50 to 100 ft. from panelboard to first outlet, not less than No. 10 B. & S. gage wire should be used, and not less than No. 12 between outlets. Runs exceeding 100 ft. from panelboard to first outlet may be avoided by additional panelboards or the relocation.

Feeders should be of such size that the voltage drop from source of supply

to panelboard will not exceed 1½ per cent with all branch circuits fully loaded.

Don't Take Lighting for Granted

To those packers who have been accustomed to take their light for granted adoption of correct lighting for the meat plant appears to involve many intricate ramifications. In large plants, however, the electrical engineer will know what to do, or at least know where to get complete information.

For small plants, with no electrical engineer, there are illuminating engineers of power and manufacturing companies who will gladly make surveys and offer recommendations without any obligation whatsoever.

No doubt many an electrical engineer of packing plants has frequently tried to sell his employers on this need

Correct Lamp Installation

To Get Adequate Light for Departments and Processing Operations

Plant Location.	Size of Lamps, Watts.	Height Above Floor, Ft.	Spacing, Ft.	Type of Reflectors.
Above tables—	150	10	10 to 12	R.L.M.
Viscera tables—	200	4*	4	R.L.M.
Rails—	200	10	6	Angle
Killing floors—	150	10	19 to 12	R.L.M.
Beef coolers—	100	ceiling	10	R.L.M.
Hog coolers—	100	ceiling	10	R.L.M.
Sales coolers—	200	9	10 to 12 along aisles	R.L.M.
Curing cellars—	100	ceiling	10	R.L.M.
General lighting—	100 to 150	9 to 12	10 to 12	R.L.M.

*Above trays.

of better lighting, only to have his proposal brushed aside with some such statement by the boss as: "That's what the windows are for!"

These executives should be shown how daylight—because of its constant changing in color, direction and intensity throughout the day—is much inferior to artificial lighting, which can be controlled as desired.

No meat plant owner—who has taken the advice of experts and rehabilitated his lighting system according to modern standards—will deny the wisdom of the change as measured in factors of safety, quality of product and employee attitude—all of which means money saved and more profits in the end.

MAKING GOOD PICKLE

Pickle making is simplified when a modern brine-leaching vat is used. Plans for one of the best brine leaching vats ever designed appear in "PORK PACKING," The National Provisioner's latest book.

Paint in the Plant

Packers Need to Know More About
Kind of Paint to Use, Where
and How It Should Be Used

THE WHY OF PAINTING

By HENRY TRAPHAGEN.

"SAVE the surface and you save all" has been the slogan of paint manufacturers for many years. And how true it is.

Protection is the one great function of paint. Without protection of the surface, all the lesser values of paint fail. By lesser values we mean cleanliness, cheerfulness, more light and better sanitation. Back of all of these advantages lies the one great fundamental—protection.

One thin coat of paint—the priming coat—stands guard in the meat plant against the ravages of moisture, salt, smoke, fumes and oxidation. If that coat fails, everything goes. Once the painted surface cracks, blisters or scales, the surface is no longer protected; it cannot be properly and easily cleaned; it is no longer sanitary; it fails to fully reflect light—and what is most important of all, it fails to protect the material beneath.

No paint job can be any better than the priming coat, that thin film of paint immediately next to the raw surface. If the priming fails, everything fails.

That one fundamental truth cannot be too often repeated. No one can be too fussy in the application of the priming coat, or preparation of the surface to be painted.

Start the job right, and your paint and labor dollars are well spent. Start the job wrong, and your money is thrown away.

"GETTING READY TO PAINT" will be the next subject discussed. Watch for it in this column.

PAINT IN COOLERS

A packer in the South recently asked THE NATIONAL PROVISIONER to recommend a paint to use on a cement finished wall in his freezer where the average temperature is 15 deg. below zero.

Any high class paint, if carefully applied, should withstand this temperature without difficulties. If trouble should develop the fault probably would rest with the concrete wall finish rather than the paint.

Cement is alkaline and this acts on the oil in the paint. Extent of this action will depend on whether the cement work is new or old. Painting specifications for new concrete sometimes require that a coat of dilute zinc sulphate be applied to the concrete before any painting is done.

HAM | SALES | GOING UP!

Eye-appeal of Cellophane wrap supplies the power!



HOW TO PLAN A BETTER PACKAGE

Our Field Representatives are at your service and will be glad to help you work out all details of package improvements—from an attractive design to the practical mechanics of wrapping. Write: Du Pont Cellophane Co., Inc., Empire State Building, New York City.

MR. ALBERT F. GOETZE, of Albert F. Goetze, Inc., Baltimore, says:

"Rising sales prove that Cellophane is a real selling tool for our salesmen.

"We find the sparkle of Cellophane transparent wrapping a real aid in getting better display; many of our outlets give us preferred position.

"Above all, the housewife likes to see *what she buys*—and Cellophane certainly gives her that advantage."

Cellophane

TRADE MARK

"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.



Arizona Shows Public What the Meat Industry Means

BY PROCLAMATION of its governor, Arizona inaugurated its first annual Livestock Day on June 26, with the biggest meat show and the largest outdoor barbecue ever held in that section of the country. Its object was to cement the interests of producer, packer and retailer, and to show the consumer how important this industry was to the state, and how the industry had progressed in development of high-quality livestock and meat products. Host at both meat show and barbecue was the Tovrea Packing Co., of Phoenix and Los Angeles, and its Phoenix plant was the scene of the celebration.

Meat for the show came from choice feeder beef and lambs, purchased from feeders in all sections of the Southwest. Careful feeding lot records were kept on each group of this stock. When the stock arrived they were photographed, and photographs mounted with feed lot and grower's records. When processed and fancy-dressed for display, the original group purchases were kept in unit and joined together by large gold and silver-decorated cords, with record mountings attached, thus giving them an educational interest for both livestock men and public.

Decorated Sales Coolers

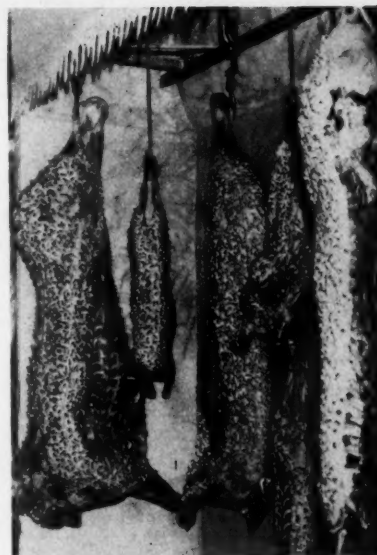
Sales coolers at the Tovrea plant were illuminated and decorated for this show, and over 300 of these choice fancy-dressed beeves and 200 fancy-dressed lambs were exhibited, with special decorations by plant superintendent M. N. Belknap. One of the additional points of interest was that the U. S.

meat grading service now in operation at the Tovrea plant made its debut during this event. An exhibit in one section of the coolers depicted the advantages of insisting on U. S. graded meats, and showed the various grades which lie between "U. S. prime" and the poorest quality meat. To the housewife and market man the display of fancy cuts of both lamb and beef, prepared by Max O. Cullen, merchandising manager of the National Livestock and Meat Board, was another feature of educational value.

Visitors were shown through the coolers and then through the shipping rooms, where a display of branded and packaged Tovrea products were arranged. A gift of one-half pound of Tovrea's assorted cold meats was given to each of the 1,500 adult visitors during the afternoon.

Speaking and a Barbecue

The evening program was held on the grounds surrounding the plant, with E. F. Forbes, western director of the Institute of Meat Packers, presiding. Governor B. B. Moeur made a short welcoming address. Ray Cowden represented the Arizona livestock industry and feeders association, John Dobson the sheep industry, and William Uhly the retail marketmen of Arizona. Max O. Cullen gave a highly instructive and interesting meat cutting demonstration. The barbecue followed, at which over 4,300 persons were served. Guests at the evening program were limited to Southwest stockmen, feeders, packers, retail meat men and their families, with



MEAT ALL DOLLED UP.

Fancy carcass meat decorations at the Arizona celebration were the work of superintendent M. W. Belknap of the Tovrea Packing Co. Experts say they never saw anything like it before.

many meat buyers and prominent packers from the Pacific Coast area present.

MEAT INSPECTION CHANGES

Changes in the federal meat inspection service are reported officially as follows:

Inspection Granted.—A. J. Case Co., Trenton, N. J.; *Emge & Sons, Fort Branch, Ind.; *Ben H. Rosenthal & Co., Dallas, Tex., and Rosenthal Packing Co. and Thieme's Chili Sausage Factory, Inc.; *Lackawanna Packing Co., South Kortright, N. Y.

Inspection Withdrawn.—Armour & Co., 7-9 Manhattan Market, New York City; Mandarin Food Products, Inc., Los Angeles, Calif.; The Great Atlantic & Pacific Tea Co., Youngstown, O. From subsidiary: Begley Food Products Co., and American Provisions Export Co., under establishment 250, Hygrade Food Products Corp., Detroit, Mich.

Inspection Extended.—Hygrade Food Products Corp., Detroit, Mich., to include A. Fink & Sons Co., Inc., and Dunlevy-Franklin Corp.

Change in Name.—Corte & Co., Inc., Jersey City, N. J., instead of M. C. Provision Co.

*Conducts slaughtering.

COLD SPOTS IN LARD

Cold spots in the rendering tank often cause sour lard. "PORK PACKING," The National Provisioner's latest book, explains the reason for cold spots and tells how to prevent them.



SOUTHWEST PROUD OF ITS BEEF AND LAMB.

Part of one section of Tovrea Packing Co. coolers where the fancy dressed beef and lamb show was held. During the afternoon 1,500 adults visited this cooler, each receiving as a gift one-half pound of assorted cold meats. Over 4,300 persons were served at a barbecue in the evening.



—another vital factor is
REFRIGERATED TRUCKS

THE efficiency and economy of modern refrigerator systems is an important phase of the packing industry.

Another vital factor is the refrigerated truck which travels long distances, at high speed, with big loads, and delivers meat in prime condition.

Truck engineers recognize two fundamental parts to every refrigerator truck problem. One is the refrigerating system. The second is insulation. The first takes heat out and the last keeps it out. Correct engineering of these two factors brings two results... economical refrigeration and maximum payload.

Dry-Zero insulation has been successfully installed in combination with every type of truck refrigeration known. Fleet records show that it gives maximum insulation protection, and is so light in weight that it helps materially to decrease deadweight and therefore increases payload.

Dry-Zero Corporation renders a practical service to truck builders and truck operators through its own engineers and the Dry-Zero Laboratory. Packing fleet superintendents are invited to find out how this service can be used to advantage. The latest developments in truck body building are described in Dry-Zero News, published monthly and sent free on request. Dry-Zero Corporation, Merchandise Mart, Chicago, or 687 Broadview Ave., Toronto.

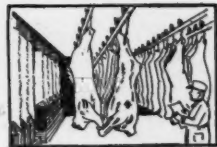
DRY-ZERO STANDARD BLANKET — DRY-ZERO SEALPAD
DRY-ZERO INSULATED TARPAULIN — DRY-ZERO PLIABLE SLAB

DRY-ZERO
REG. U.S. PAT. OFF.
THE MOST EFFICIENT
COMMERCIAL INSULANT KNOWN



REFRIGERATION

and Frozen Foods



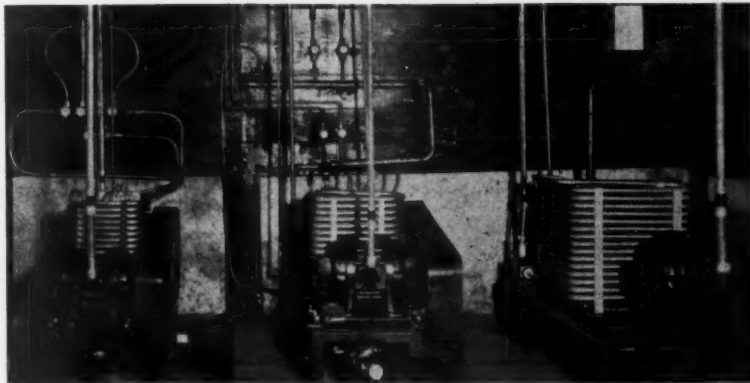
Novel Cooler Method

Three Small Units Cool Packer's Hog and Beef Coolers

A REFRIGERATION installation unusual in the meat packing plant, but used to some extent in some other industries, was placed in service recently in the packinghouse of the Home Packing Co., Ann Arbor, Mich. This installation was made at the time a new hog chill room was constructed and the two beef sales coolers rebuilt.

The plan provided for three small automatic electric-driven compressor units of 7½, 5 and 2 h.p. respectively. The largest unit cools the hog chill room, which measures 18 by 36 ft. in area and is 9 ft. high. It has a capacity of 150 carcasses. The two smaller machines operate together to refrigerate the two beef sales coolers. In cold weather, it is expected, operation of one of these machines can be dispensed with, the entire beef cooling load being carried by the other.

The refrigerant is expanded in unit coolers installed near the ceiling in each room. Finned coils are used in these units to increase coil cooling surface.



AUTOMATIC UNITS SIMPLIFY COOLING PROBLEM.

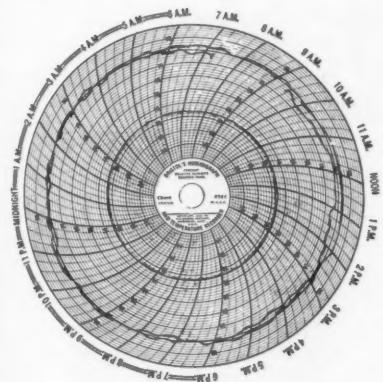
Largest unit, rated at 7½ h.p., cools hog chill room of Home Packing Co., Ann Arbor, Mich. The two smaller units cool two beef sales coolers. One of these is rated at 5 h.p. and other at 2 h.p. In cold weather, it is thought, only one of these latter units will be required.

cycle period the coils defrost, the moisture resulting from this operation being returned to the air. Instruments for recording temperature, humidity and the periods over which the machines operate have been installed.

A record of temperature and humidity in the larger beef cooler over a period of 24 hours is shown in the accompanying reproduction of a temperature humidity chart. Temperature, it will be noted, varied not more than 1 deg. Humidity was maintained very close to 80 degs.

plant, to determine results under actual meat plant operating conditions.

A laboratory test of a sample of this insulation 2 in. thick, consisting of 4 sheets of steel, with a temperature difference of 52.2 degs., gave the heat conductivity as .226 B.t.u.'s per hour per sq. ft. per degree Fahr. per 1 in. thick.



TEMPERATURE AND HUMIDITY.

This record of temperature and humidity, taken in the larger of the beef sales coolers of the Home Packing Co., Ann Arbor, Mich., shows uniform conditions of temperature and humidity maintained. Humidity is regulated by an off-cycle, during which frost on coils of unit cooler is melted, moisture resulting being returned to the air. (Bristol automatic recorder.)

Both temperature and humidity are under rather close control, regulation of the latter being obtained by an off-cycle during which the fan continues to operate, but no refrigerant is passing through the coils. During this off-

SHEET STEEL INSULATION

A number of meat packers have written to THE NATIONAL PROVISIONER asking for information on the practical results being secured with a new type of insulation made up of parallel-spaced metallic sheets with dull or non-bright surfaces, the sheets having low emission and high reflective values at frequencies of radiant heat.

These sheets are formed with angularly-arranged surfaces, with small ribs at the jointure to secure rigidity and eliminate vibration. Number of sheets used in an insulated wall may be one or more, depending on temperature difference and the degree of insulation required. Spacing of sheets is fixed, distance being based on experiments which determined arrangement best suited to eliminate turbulent air flow and provide highest thermal-insulating values.

THE NATIONAL PROVISIONER has learned of no installations of this insulation in meat packing plants. Plans are being made to test it in a Chicago

REFRIGERATION NOTES

Roseland Refrigerating Co., Portland, Ore., is reported to have sold its business to E. A. Nemetz.

American Refrigeration Co. has been incorporated at Richmond, Va., with capital stock of \$25,000.

Libby Fruit Packing Co. is soon to take bids on erection of air conditioned fruit packing plant.

A 19-ton refrigerating machine was recently purchased for packinghouse use by Jones-Chambliss Co., Jacksonville, Fla.

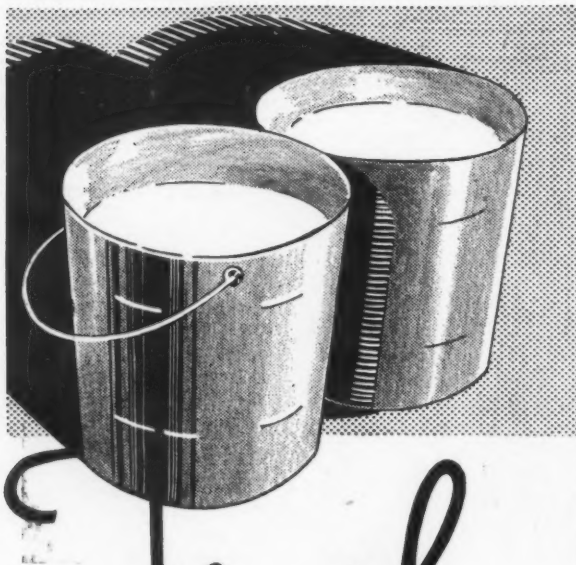
Klubinkin Packing Co. at Vernon, Cal., is installing an ammonia plant.

Central Wharf & Cold Storage Co. of Portland, Me., plans to rebuild a three-story plant which recently burned.

A modern cold storage locker system has been installed by the Brunswick Bottling, Ice & Fuel Co., Brunswick, Mo.

Improvements, including a new cold storage room, are being made to plant of Polar Ice Co., East Palestine, O.

Pinnacle Packing Co. is erecting a \$100,000 cold storage plant on South Front st., Medford, Ore.



Fresh

as Milk from the Cow

The fresh qualities of milk products (ice cream, frozen confectionery, etc.) and other foods, can be preserved for long periods with dry ice. But dry ice itself is at its best when it is first produced. It should be put to work when slabs of regular shape and constant weight can be cut from the square-edged blocks, when sawing losses are a minimum.

Red Diamond Dry Ice is delivered while it has its original full-powered refrigerating value to all the larger industrial and shipping centers throughout the country. It is made fresh daily.

If you have not already solved your refrigerated problems through the use of Red Diamond Dry Ice, perhaps you would like to know what it is accomplishing for others—speeding up deliveries of perishable foods, cutting down their cost, increasing the radii of delivery services to include hitherto untouched markets, providing a more dependable and less "messy" refrigerating service than is possible with water ice, etc.

Get actual facts and figures on refrigerating problems similar to your own. Write us.



Always fresh
141 degrees colder than water ice
Occupies only 1/4 the space
Weights only 1/2 as much
Evaporates dry—no moisture or residue

RED DIAMOND
Dry Ice



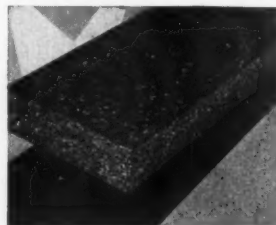
THE Liquid CARBONIC CORPORATION

3100 SOUTH KEDZIE AVENUE, CHICAGO, ILLINOIS

Branches in 37 Principal Cities of the United States and Canada
London, England Havana, Cuba

24 CARLOADS UNITED'S CORK INSULATION used for FIVE STEAMSHIPS

● **EFFICIENT**, economical insulation was vitally essential for refrigeration protection of five of the freight steamers operated by the Bull Steamship Company. No chances could be taken with inferior insulation to protect the costly cargoes of perishable food-stuffs. And **UNITED'S** Cork insulation was selected... 24 carloads... because it met every demand required for efficient marine insulation.



Whatever your cold insulation requirements, our engineers will gladly cooperate in every technical phase of this work, without obligation.

UNITED CORK COMPANIES
LYNDHURST, N. J.

Manufacturers and Erectors of Cork Insulation

Sales Offices and Warehouses: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Indianapolis, Rock Island, Ill., Buffalo, Hartford, Conn., Taunton, Mass.

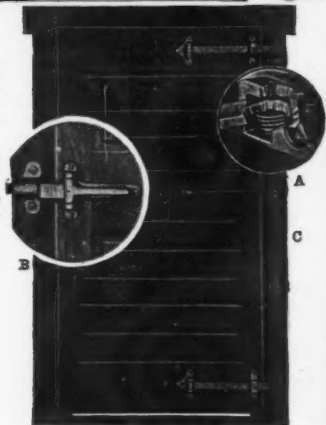
Jamison- BUILT Doors

FOR COLD STORAGE

At right—
JAMISON COLD STORAGE DOOR

with new improvements valuable to every plant.

- (A) CONICAL SPRING on famous Jamison ADJUSTABLE SPRING Hinge.
- (B) JAMISON PATENTED WEDGETIGHT FASTENER.
- (C) JAMISON DOOR CLOSER.



At left—
Jamison TRACK DOOR
Outstanding in the packing field

Write for Bulletin
JAMISON
COLD STORAGE DOOR CO.

Jamison, Stevenson, and
Victor Doors
HAGERSTOWN, MD., U. S. A.
Branches in all Principal Cities

PROVED AND APPROVED

CHAIN TAX LAW APPEALED

Cases testing the validity of Michigan's chain store tax law were recently appealed to the United States Supreme Court after the act had been sustained by the state's highest court. A number of Michigan corporations are asking that the state be prohibited from collecting the tax which they contend violates the due process clause of the constitution.

They further declared that the law placed a burden on interstate commerce and that the tax was arbitrary, confiscatory and unreasonable, was not uniform, and attempted to create an unlawful classification. The U. S. Supreme Court has sustained chain store taxes levied by Indiana and a number of other states.

TEST IOWA CHAIN STORE TAX

Iowa's chain store tax law, said to be one of the most drastic in the United States, has been attacked in a suit filed by a grocery chain operating in that state. Petition for an injunction claims the tax is confiscatory in that it would cost the petitioner \$80,000 annually in tax to operate 51 stores. Tax is declared to be illegal under federal and state constitutions.

The Iowa tax law levies an occupation tax of from \$5 to \$155 per store, and a gross sales tax on business volume ranging from \$25 on \$50,000 to \$13,500 on \$1,000,000 and \$476,000 on \$9,000,000 of business. The law is one of few containing two forms of chain store tax.

CHAINS FIGHT LOUISIANA TAX

Chain stores won a temporary decree restraining collection of the Louisiana chain store tax before a federal court at New Orleans. The decree is effective until the suit is heard on its merits in October. Chains contended the tax law violated the constitution of the United States, that it seized their property without due process, and that it discriminated against national chains in that it did not apply to chain store systems operating only in Louisiana.

FINANCIAL NOTES

National Tea Co. has declared a quarterly dividend of 13½ cents payable on August 1 to stockholders of July 15.

San Francisco curb exchange has admitted to regular trading the 39,559 shares of Vica Company, successor of the Virden Packing Co. Decision to admit Vica shares followed authorization from the SEC.

Procter and Gamble has declared a quarterly dividend of 37½ cents payable August 15 to stockholders of July 25.

Stockholders of the Cudahy Packing Co. will meet on July 15 at Portland,

Me., to authorize an issue of \$30,000,000 in 3½ per cent bonds, of which about \$20,000,000 will be used to refund 5 per cent debentures and 5 per cent first mortgage bonds.

Wilson & Co. has filed a statement for the refunding of \$20,000,000 in bonds with SEC. The approximate date of the offering was given as July 25.

SERVICING THE INDUSTRY

C. J. Tagliabue Mfg. Co., Brooklyn, N. Y., manufacturers of temperature, pressure, flow, humidity, time and level instruments, announces appointment of E. D. Wacker, assistant general sales manager. Mr. Wacker has been with the company for 11 years, part of the time as manager of the Pittsburgh territory, and more recently as division sales manager in charge of controller sales for domestic refrigerators.

J. W. Greenawalt, manager of mechanical goods sales, United States Rubber Products, Inc., Pittsburgh, announces appointment of Arch Miller as packing representative for the Pittsburgh district. Mr. Miller has had many years' experience in that territory selling packings.

Consolidation is announced of sales office of Dry Ice, Inc., formerly located at 343 S. Dearborn st., Chicago, and the warehouse formerly located at 12th and Wells sts., Chicago. Both will be located at 2008 So. Canal st., Chicago.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, July 10, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, July 3, 1935:

	Sales.		High.	Low.	—Close—	
	Week ended	July 10—			July 10.	July 3.
Amal. Leather. ....	.....	.....	.....	.....	26	26
Do. Pfd. ....	.....	.....	.....	.....	4½	4½
Amer. H. & L. ....	.....	.....	.....	.....	23½	22½
Do. Pfd. ....	.....	.....	.....	.....	36½	36½
Amer. Stores.	1,700	36½	36½	36½	36½	36½
Armour Ill.	11,400	3½	3½	3½	3½	3½
Do. Pr. Pfd.	1,500	62½	62½	62½	62	62
Do. Del. Pfd. ....	.....	.....	.....	.....	103	103
Beechnut Pack.	1,000	91	91	91	88	88
Bohach, H. C. ....	.....	.....	.....	.....	5	5
Do. Pfd. ....	.....	.....	.....	.....	26½	26½
Chick. Co. Oil.	900	26½	26½	26½	26½	26½
Childs Co.	2,900	5½	5½	5½	4½	4½
Cudahy Pack.	1,000	42½	42½	42½	41½	41½
First Nat. Strs.	3,800	54½	54	54	54½	54½
Gen. Foods	15,400	37½	36½	37½	37	37
Gobel Co.	600	1½	1½	1½	1½	1½
Gr. A. & P. Ist Pfd.	70	128½	128½	128½	126½	126½
Do. New	200	131	130	130	129	129
Hormel, G. A.	100	17½	17½	17½	17½	17½
Hygrade Food.	600	1½	1½	1½	1½	1½
Kroger G. & B.	7,000	29	28½	28½	28½	28½
Libby McNeill.	7,250	7½	7½	7½	6½	6½
Mickelberry Co.	150	7½	7½	7½	7½	7½
M. & H. Pfd. ....	.....	.....	.....	.....	2	2
Morrell & Co. ....	.....	.....	.....	.....	.....	.....
Nat. Leather.	250	7½	7½	7½	7½	7½
Nat. Tea	1,400	10½	10½	10½	10½	10½
Proc. & Gamb.	8,900	51½	51	51	50	50
Do. Pr. Pfd.	130	120	120	120	120	120
Rath Pack. ....	.....	.....	.....	.....	28	28
Safeway Strs.	0,400	41	39½	40½	38½	38½
Do. 6% Pfd.	80	110	110	110	111½	111½
Do. 7% Pfd.	480	113	112½	113	114	114
Stahl Meyer ..	.....	15½	15½	15½	15½	15½
Swift & Co.	3,150	32½	31½	32	33	33
Do. Intl.	1,700	32½	31½	32	33	33
Trunz Pork ....	.....	.....	.....	.....	.....	.....
U. S. Leather.	900	7	6½	7	11½	11½
Do. A.	3,000	13	12½	13	62	62
Do. Pr. Pfd.	100	65	65	65	38	37½
Wesson Oil	6,000	38	37½	38	80	80
Do. Pfd.	400	82	82	82	5½	5½
Wilson & Co.	33,100	5½	5½	5½	69½	69½
Do. 6% Pfd.	4,400	73	72½	72½	.....	.....

New Trade Literature

Pumps (NL101)—An 8-page booklet covering deep well turbine pumps. Contains cross-section views showing construction details, with explanatory notes; tables of sizes and capacities; lists of applications of this type pump. —Worthington Pump and Machinery Corp.

Boilers (NL102)—A 4-page bulletin describing C-E Bent Tube boiler, design VM, especially planned for medium sized and small plants, especially those with limited headroom. Contains information on essential boiler and setting dimensions for sizes ranging from 1359 to 6300 sq. ft. heating surface. Blue print reproductions show typical settings with underfeed chain and traveling grate stokers, and with pulverized coal.—Combustion Engineering Company, Inc.

Steam Traps (NL103)—Folder describes chromium plated and stainless steel floats for steam traps, water columns, tanks, float valves, liquid level controls. Tables of list prices, weights and buoyancy are included.—W. H. Nicholson & Company.

Processing Equipment (NL104)—An 8-page folder illustrating and briefly describing various mixers and grinders for fertilizer, poultry and stock feed, etc. Equipment is steel or non-corrosive metals, plain, jacketed, or built for internal pressure or operation under vacuum.—The Patterson Foundry & Machine Co.

Unit Air Conditioners (NL105)—Ceiling and horizontal models in CMC unit conditioners for year 'round usage are illustrated in three pamphlets. Blue print reproductions give specifications. Models may be used either inside areas to be conditioned or outside as part of distributing duct system.—Carbon-dale Machine Corporation.

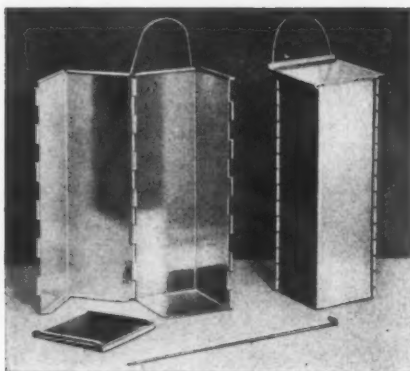
Spray Nozzles (NL113)—An 8-page bulletin containing spray nozzle data and selection charts for principal applications including nozzles for air conditioning, water cooling and water washing work, brine spray refrigeration, spray drying and moistening and air humidifying.—Binks Mfg. Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

Nos.
Name
Street
City



MEAT LOAVES

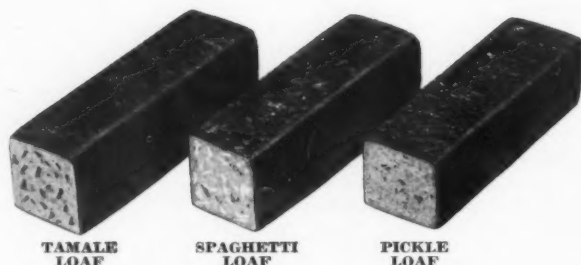
MADE and OVENIZED the "SIMPLICITY" WAY

are rich and juicy. Will not mould or become slippery as fast as ordinary cooked or baked loaves. Loaves baked the "SIMPLICITY" Way will save 12 to 15 per cent in shrinkage—well worth thinking about.

"Simplicity" Made Loaves require no casings of any kind.

Here is pictured the complete "SIMPLICITY" Equipment.

*Write for
further
information
and
prices!*



TAMALE
LOAF

SPAGHETTI
LOAF

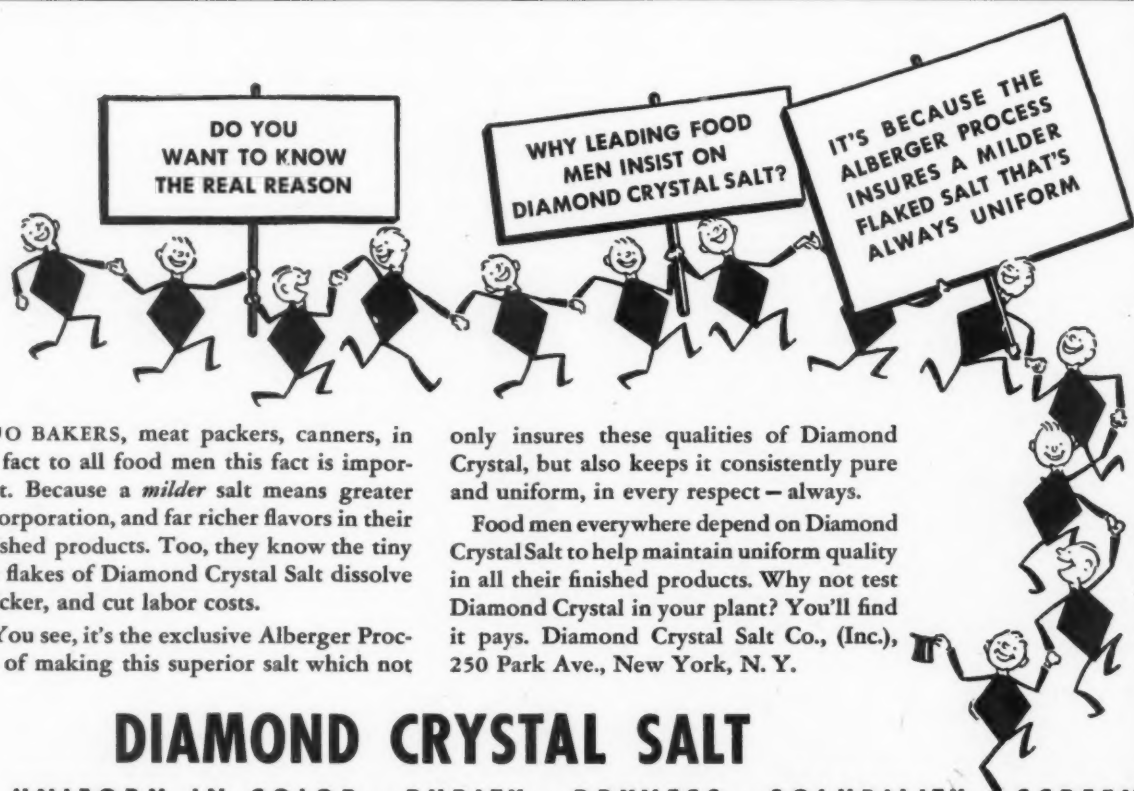
PICKLE
LOAF



SAUSAGE MANUFACTURER'S SUPPLY CO.

1208 North Water Street

Milwaukee, Wisc.



TO BAKERS, meat packers, canners, in fact to all food men this fact is important. Because a *milder* salt means greater incorporation, and far richer flavors in their finished products. Too, they know the tiny flat flakes of Diamond Crystal Salt dissolve quicker, and cut labor costs.

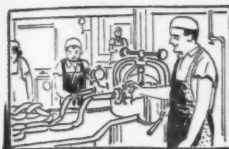
You see, it's the exclusive Alberger Process of making this superior salt which not

only insures these qualities of Diamond Crystal, but also keeps it consistently pure and uniform, in every respect — always.

Food men everywhere depend on Diamond Crystal Salt to help maintain uniform quality in all their finished products. Why not test Diamond Crystal in your plant? You'll find it pays. Diamond Crystal Salt Co., (Inc.), 250 Park Ave., New York, N. Y.

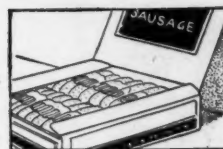
DIAMOND CRYSTAL SALT

UNIFORM IN COLOR... PURITY... DRYNESS... SOLUBILITY... SCREEN ANALYSIS... CHEMICAL ANALYSIS... CHARACTER OF FLAKE



*A Page
for the*

SAUSAGE *Manufacturer*



SELLING SAUSAGE

(Continued from page 19.)

SAUSAGE MAKER: Well here's the plan: I will write up an order for each of your markets for an assortment of high grade specialty items. I will send each of your stores an assortment that you and I think will sell in the particular locality.

When the shipments arrive, you select a section of showcase that is most accessible, and that will present these items to the greatest number of people coming in.

Have each item cut so that the nice appearance of each product shows. On each item have a price tag which shows plainly the selling price per pound. Set this selling price at a point where you can realize your normal regulation profit.

Selling Consumer on Sausage

On the counter we will have a card showing the products that are on sale in the case. In the window we will have posters to show the same thing.

In the case, in addition to the products, neatly arrange a few slices of each of the items on a platter. This assortment will give the housewife an idea how these products may be served and how appetizing they will appear on the table. Garnish the platter with some greens, such as parsley, etc. And, to make it more attractive, cover the platter with transparent paper.

You also can attach to the platter a talking price card, which shows the housewife the cost of the unit assortment.

Select one of your clerks in the market to pay particular attention to the display—assortment, price cards and other associated advertising material—to see that it is made up neatly at all times.

Give the Customer a Taste

It will be helpful at certain hours in the day to have another platter on top of the counter with a few thin wafer-sliced samples, accompanied by toothpicks, so that the prospective customer can actually try the sample to see how appetizing the sausage is.

All of this will work to stimulate the interest of the buyers, many of whom come to the market without a definite idea as to what they will buy for their next meal.

The surprising part of the whole set-up is that a sufficient interest will be created to cause splendid sales. Each sale will represent practically twice as much money as you formerly were receiving for sausage sales.

Fifty per cent of your labor will be eliminated per sale. Where formerly you had been selling on a break-even basis, you will now begin to realize a normal profit.

Another surprising thing is that you will notice that your customers will like the products, be satisfied with the way they serve up at home, and include these assortments (which may be changed from time to time) as one of their regular weekly meals at home.

Help With Sample Displays

If you agree with this set-up, I will be very happy to take your order and help you get started by arranging a sample display in one of your markets, and coaching whoever you select in the market to take care of the set-up.

DEALER: Sounds good to me. Tell you what I'll do. I'll go along with you this week-end for a special sale in all my markets. If it works, you can depend on me to give you plenty of support. We certainly need higher money sales, more satisfied customers and more profits on sausage.

This conversation, more or less in detail, is one that actually took place. It is an irrefutable answer to the question of whether quality can win over price in sausage merchandising. It offers a concrete example of what can be done by a salesman who is resourceful and who has an earnest desire to sell quality sausage.

Selling vs. Order-Taking

Selling sausage on a price basis may be regarded only as merchandising along the line of least resistance. Reduced to its simplest terms, salesmanship of this type is mere "order taking." Salesmanship calls for adequate consideration of all the factors involved, both those related to the immediate sale and those related to repeat orders.

The salesman who gives consideration only to the booking of a single order is overlooking his long-time business welfare. While from the immediate point of view he may consider himself to be starting out with a handicap, this salesman, as a matter of fact, is striking for far greater results than the booking of a single order.

Stripped to bare facts, selling sausage on a "price appeal" basis only is poor business. Sales of this type bring a narrow margin of profit, and sausage made to sell at a price too frequently is likely to be of a quality that can only serve to disappoint the purchaser and turn her away from all sausage.

Worthwhile profit for the manufacturer and retailer alike comes only from

repeat sales. Satisfied customers are the only true source of repeat sales. Sausage of pleasing quality is the only infallible source of satisfied customers.

CEREAL IN SAUSAGE

Government regulations on use of cereal in sausage under some circumstances might place the federally-inspected meat packing plant or sausage manufacturing business under a serious competitive handicap, particularly in times like the present, when there is a comparatively wide spread between cost of meat and cereal.

A small sausage manufacturer operating a federally-inspected plant is up against a situation of this kind. In a letter to the editor he says:

Editor THE NATIONAL PROVISIONER:

Volume and profits of my sausage business have been shrinking for some time. A number of conditions are responsible, among which is the higher cost I have to pay for the selected meats I use. It always has been my policy to buy the best raw materials, combine them under the most sanitary and efficient conditions, and make products with all the food value, flavor and sales appeal which No. 1 sausage should have.

My business is located in a border city close to the boundary lines of three states. In order to distribute over my natural sales territory it is necessary, therefore, that I work under federal inspection. B.A.I. regulations specify that only 3½ per cent cereal may be added. Because of this I find it increasingly difficult to compete with local sausage manufacturers not under government inspection.

We use a cooked cereal in our sausage because it does not sour. Our competitors are using as much as 10 per cent of cereal in their products, and for this reason are able to undersell us. Even if permitted to do so we would not care to use this quantity of cereal in our products. But we do think just as good quality products can be made with 5 per cent cereal as with 3½ per cent. If this greater quantity were permitted it would be of material aid in helping the inspected sausage manufacturer to "get by" during the present livestock shortage, and at the same time would enable him to produce No. 1 sausage. I have talked with many other sausage manufacturers operating inspected plants, and without exception all of them believe as I do on the subject.

Yours truly
SAUSAGE MANUFACTURER.

Weigh the Results

get the true measure of ham retainer value!

Individual features of design and construction should interest you only because of the advantages they offer and the contributions they make toward profit.

Naturally, we feel proud of the advancements we have made in the production of ham retainers. Every Adelmänn feature is an exclusive development. Every Adelmänn development has a definite bearing on the fine results that are obtained. And it is results that count when you're buying ham boilers.

That's the way all ham boilers should be judged—on the basis of results! What will be the quality and flavor of the product? How much shrink while cooking? Will hams have good shape and fine appearance? How long will the retainer last? Is it simple to use and easy to clean? Is the manufacturer reliable?

Get the answers to these questions before you buy—judge your retainers on the basis of RESULTS. When you're through—you'll be following the lead of the big fellows and buying Adelmänn—"The Kind Your Ham Makers Prefer."



Write for new free book—"The Modern Method"

Ham Boiler Corporation

Office and Factory, Port Chester, New York

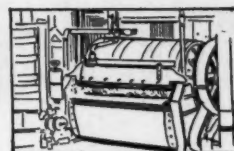
CHICAGO OFFICE: 333 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London
Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities
Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.

LARD	12.40@12.50c
BELLIES	11.40@11.50c
HAMS	11.40@11.50c
LOINS	11.40@11.50c
BUTTS	11.40@11.50c

Provisions and Lard

Weekly Market Review



Trade Quite Active—Market Firm
—Hog Run Moderate—Hogs
Stronger—Lard Trade Satisfac-
tory—Meat Demand Moderate—
Corn Crop Outlook Compara-
tively Large.

Market for hog products the past week in a fairly active trade displayed independent strength, especially lard, latter moving into new high ground for the season. A broadening in commission house and speculative trade generally, following strength in hogs and better grain markets, accounted for upturns in products, but advance to no little extent was stimulated by the modest run of hogs to market; a return of strength in hog values and indications that lard stocks continued to decrease.

At the same time, a satisfactory trade in cash lard was generally reported, but meat demand was kept down somewhat by warm weather over greater part of the country. Washington developments appeared to have cut less figure the past week. While the trade was watching the AAA amendments and the processing tax suits closely, these features were less of a factor as it was generally felt that it would be late this year or early next year, before the processing tax question is settled by the Supreme court.

The fact that the cotton acreage was below private expectations, and on the whole, moderate in size, indicating prospects for a moderate cotton outturn and consequently, a moderate cotton oil production, came in for some attention. However, the provision trade was influenced more by conditions within the hog production situation itself from a supply and demand standpoint, than any outside consideration at this time. The fact that there is little or no prospect of any material increase in hog marketings for some little time to come appeared to be of prime importance.

Question from a supply standpoint appears to be pretty well defined so that the question of demand for hog products is the uncertainty for the immediate future. It is felt that an early adjournment of congress would stimulate business in general. Such a condition, it is argued, would serve to stimulate the demand for foodstuffs, particularly meat products. Export outlook as far as provisions are concerned holds little that is new. The possibilities are that the movement abroad will continue of very modest proportions so that foreign developments of late have attracted but scant attention.

The government report as of July 1

placed the corn crop at 2,045,000,000 bu. against the near failure in 1934, of 1,377,000,000 bu. and the five-year average of 2,562,000,000 bu.

The weather the past week in the corn belt has been somewhat better. The indicated crop, it is felt, promises sufficient supplies for all requirements for the next year, considering the smaller hog numbers in the country. However, the old corn situation continues one of tightness. It will be some months before new corn begins to move. The government report placed the amount of corn remaining on farms on July 1 at 202,459,000 bu. or 18.3 per cent of the 1934 crop, compared with 474,370,000 bu. or 23.3 per cent of the crop on July 1, 1934; 630,849,000 bu. or 25.1 per cent on July 1, 1933, and 527,374,000 bu. or 23.7 per cent of the crop on July 1, 1932.

Receipts of hogs at western packing points last week were 182,000 head, against 216,700 head the previous week and 335,400 same week last year.

The average price of hogs at the outset of the week was 9c against 8.90c the previous week, 4.45c a year ago and 4.40c two years ago and 5c three years ago.

At mid-week the top price on hogs at Chicago was 10.25c against 9.80c the previous week.

The average weight of hogs received at Chicago last week was 258 lbs. against 256 lbs. the previous week, 244 lbs. a year ago, 248 lbs. two years ago.

PORK—Market was quiet at New York but steady with mess quoted at \$28.75 per barrel; family, \$27.50 per barrel; fat backs, \$25.00@28.50 per barrel.

LARD—Demand was fair at New York and market firm with prime western quoted 12.40@12.50c; middle western, 12.40@12.50c; city tierces, 11½c; tubs, 15c; refined Continent, 12½c@12¾c; South America, 12½@13c; Brazil kegs, 13@13½c; compound car lots, 12c; smaller lots, 12¼c. At Chicago regular lard in round lots was quoted at 5c over July; loose lard, 7½c over July; leaf lard, 37½c over July.

(See page 42 for later markets.)

BEEF—Demand was moderate with the market firm at New York. Mess was nominal; packer, nominal; family, \$23.00@24.00 per barrel; and extra India mess, nominal.

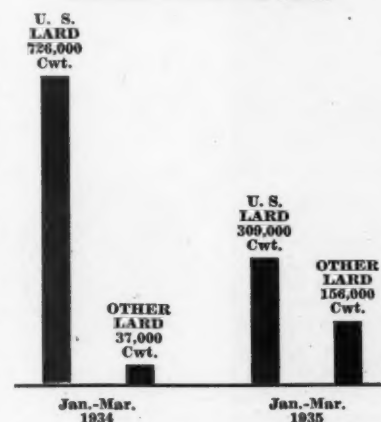
MEAT AND LARD STOCKS

Stocks of meat and lard on hand in the United States July 1, 1935, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	July 1, '35	June 1, '35	5-Year Av.
	lbs.	lbs.	July 1-lbs.
Beef, frozen....	37,931,000	44,440,000	28,734,000
In cure	11,019,000	11,404,000	6,330,000
Cured	6,593,000	7,679,000	6,527,000
Pork, frozen	115,761,000	147,124,000	198,142,000
D. S. in cure. 35,240,000	35,240,000	35,547,000	57,873,000
D. S. cured ..	29,753,000	30,114,000	62,894,000
S. P. in cure. 154,633,000	154,633,000	158,552,000	239,065,000
S. P. cured ..	109,836,000	132,076,000	160,547,000
Lamb and Mutton,			
frozen	2,374,000	2,818,000	2,354,000
Misc. Meats ..	52,668,000	57,049,000	68,852,000
Lard	84,871,000	89,986,000	149,528,000
Product placed in	June,	June,	
cure during:	1935.	1934.	
Beef, frozen	11,388,000	18,075,000	
Beef placed in cure.....	4,980,000	6,125,000	
Pork, frozen	25,961,000	62,902,000	
D. S. pork placed in cure..	31,535,000	43,272,000	
S. P. pork placed in cure..	113,774,000	190,364,000	
Lamb & mutton frozen....	1,002,000	701,000	

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

BRITISH LARD IMPORTS



BRITISH LARD SITUATION

American lard has become increasingly important in the British market during the past few years, and in spite of high prices and small supply, the U. S. Department of Commerce reports that it is still popular in England on account of quality. Falling off in importations of American lard during the first quarter of 1935 from the high levels of 1934 has not been made up, even by shipment of lard from other sources. Lard has come into England from Canada, Brazil and the Continent. It is reported that British trade has found a good deal of "other lard" of inferior quality.

WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

•
THERE IS NO
SUBSTITUTE
FOR GENUINE
VEGETABLE
PARCHMENT
•

Consumers most easily accept those brands which they have come to know have the best sanitary protection. For over a third of a century, leading packers have used Genuine Vegetable Parchment for outside wrappers and carton liners. Two generations of consumers have learned to accept the meat product protected by the Genuine as a superior brand, worthy of their table.

WEST CARROLLTON PARCHMENT COMPANY WEST CARROLLTON, OHIO

OUR 39th YEAR SERVING THE FOOD INDUSTRY

Mr. Sales Manager: How About Your Wiener Sales?



Let This New
"HOT" Service
Champion Electric
Wiener Steamer
Help You
Build Your Sales

We have a plan of
co-operation which
gives you a substantial
trade discount and a
minimum investment

THE PERFECT SILENT SALESMAN
Keeps Wieners HOT! Ready-to-serve HOT!

Counter Size
Two Pound Capacity
Visible Steaming
Heat Retaining Glass
Ideal Conditioning
Protection Against Dust

Switch Controlled
Genuine Nichrome Elements
Low Operating Cost
"Low" and "High" Heat
Attractive Appearance
Highly Polished Aluminum

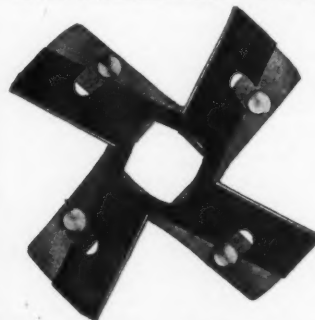
Price Complete - Now \$985

THE CHAMPION ELECTRIC CO. NORTHFIELD, OHIO

THE SEELBACH DUZ-MORE KNIFE

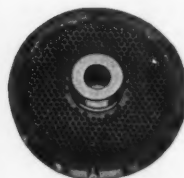
*Challenges
Comparison*

FOR
Long-Term
Economy,
Greater
Efficiency



Before you buy another knife, for any make of grinder, we suggest that you compare the DUZ-MORE Knife with any knife in the world for clean, efficient cutting...elimination of sharpening expense...quick interchangeability...for larger tonnage of meat cut...for elimination of heating and friction...for uninterrupted service in operation...long term economy, and above all, for its absolute sanitation.

Convince yourself. Try a DUZ-MORE Knife next and learn how its advanced features will save you time, money, and trouble. Mail coupon below for new brochure.



SEELBACH
"Long Life"
Chopper Plate

K. C. SEELBACH CO., INC.
260 West Broadway, New York, N. Y.

Please mail new Brochure and Prices.

Company

Name

Address

Cut-Out Losses Show an Increase on Heavier Hogs

CUTTING loss on hogs in the 250-300-lb. class increased slightly at Chicago, this week, while losses in the lighter classes decreased. Loss per cwt. live weight was greater, however, on the 220-250 lb. class of hogs than on the lighter and heavier weights. Almost the same relationship prevailed between live hog cost, product price and cut out losses this week as last. While product prices rose, cost of hogs was also rising, and cutting losses were maintained at nearly the same amounts as last week.

Average hog costs ranged from \$12.26 to 12.80, including processing tax, against a cost range of from \$11.91 to \$12.52 during the previous week. Product values ranged from \$11.49 to \$12.18. During the previous week the spread had been between \$11.20 and \$11.83.

Apparently increase in cutting losses on 250-300 lb. hogs was due to the slight increases in heavy product prices, especially on loins, picnics and bellies. A large percentage of this week's hogs were heavy, average

weights on Monday and Tuesday at Chicago being 255 lbs.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first three days of the current week, average costs and credits being used. Packers should keep in mind that figures used in this test apply to Chicago only. Those who desire to know how their hogs are cutting out should substitute their own hog costs and product values for those which are shown here.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	17%	\$ 2.48	13.70	17%	\$ 2.38	13.30	17.0	\$ 2.26
Picnics.....	5.50	14%	.82	5.30	14%	.75	5.00	12%	.62
Boston butts.....	4.00	22.0	.88	4.00	22.0	.88	4.00	22.0	.88
Loins (blade in).....	9.70	23%	2.30	9.30	21%	2.01	8.80	19%	1.72
Bellies, S. P.....	11.00	21.0	2.31	8.70	19%	1.66	3.50	18%	.64
Bellies, D. S.....	.....	.....	.....	3.00	17.0	.51	9.00	16%	1.52
Fat backs.....	1.00	10%	.11	3.00	11%	.33	5.00	12%	.64
Plates and jowls.....	2.50	11%	.29	2.50	11%	.29	3.30	11%	.39
Raw leaf.....	2.00	13.0	.26	2.10	13.0	.27	2.20	13.0	.29
P. S. lard, rend., wt.....	12.40	13%	1.66	12.10	13%	1.62	11.20	13%	1.50
Spareribs.....	1.50	13.0	.20	1.50	13.0	.20	1.50	13.0	.20
Trimnings.....	3.00	13.0	.39	2.80	13.0	.36	2.70	13.0	.35
Feet, tails, neckbones.....	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc.....	.....	.....	.40	.....	.....	.40	.....	.....	.40
TOTAL YIELD AND VALUE.....	68.50		\$12.18	70.00		\$11.74	71.50		\$11.49
Cost of hogs per cwt.....			\$ 9.78			\$ 9.70			\$ 9.35
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.72			.64			.61
Processing tax.....			2.25			2.25			2.25
TOTAL COST PER CWT.....			\$12.80			\$12.64			\$12.26
TOTAL VALUE.....			\$12.18			\$11.74			\$11.49
Loss per cwt.....			\$.62			\$.90			\$.77
Loss per hog.....			\$ 1.24			\$ 2.11			\$ 2.12

HOG KILL LOWEST SINCE 1895

Federally-inspected slaughter of hogs in June, 1935, dropped to the lowest volume for any June since 1895. Packers killed 1,828,279 hogs during the month, against 3,763,455 in 1934, and 4,626,000 head in 1933, which was the high record year for June slaughter.

Volume of slaughter for the first half of this year dropped to 13,792,000 hogs, compared with 23,255,855 in the first six months of 1934 and 24,708,177 two years ago.

Cattle killed in June totaled 669,253 head against 931,970 a year ago and 751,115 two years ago. The total last year includes a number of cattle in drouth sections which were bought and

killed by the government. Total slaughter of cattle for the first six months of 1935 was 4,414,728, compared with 4,880,463 in 1934, which was the second largest slaughter on record for the first six months. Two years ago 3,882,770 cattle were slaughtered.

Packers slaughtered 1,420,679 sheep and lambs for commercial purposes during June of this year, against 1,258,628 a year ago.

BELLY TRIMMINGS

Why is it so important to check belly trimmings? Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

HOGS REACH NEW 1935 TOP

Best hogs advanced in Chicago on July 11 to \$10.25, exceeding this year's previous top of \$10.20 on May 27, and coming within 35c of the \$10.60 top of October, 1930. It was also the highest July price paid for hogs since 1930. Extremely light receipts throughout the country during the past few weeks, coupled with rise in grain and meat prices since the close of last week, formed the basis for the upturn.

How is your pork cutting floor laid out and operated? Read "PORK PACKING," The National Provisioner's latest book for valuable pointers.

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No. 1 Mexican

Chili Peppers

SS: CS:
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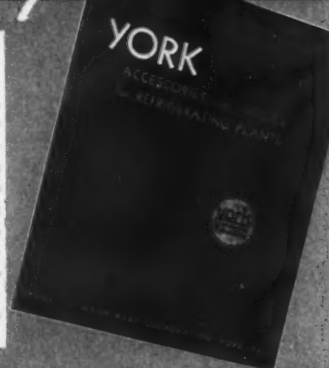
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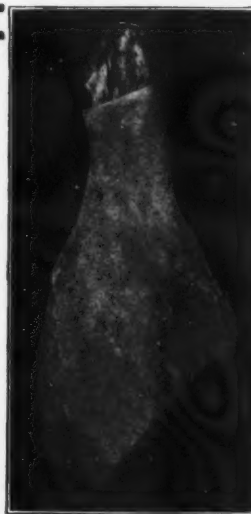
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PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended July 6, 1935:

	PORK.		Nov. 1, 1934 to July 6, 1935, bbls.
	Week ended July 6, 1935, bbls.	Week ended July 7, 1934, bbls.	
Total	25	25	1,527
United Kingdom	25	25	751
Continental	.....	.....	516
West Indies	.....	.....	260

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	1,688	1,671	90,534
United Kingdom	1,688	1,434	89,656
Continental	.....	237	644
West Indies	.....	57	87
B. N. A. Colonies	.....	.....	176
Other countries	.....	.....	.....

LARD.

	M lbs.	M lbs.	M lbs.
Total	1,210	5,665	87,052
United Kingdom	1,214	4,930	79,856
Continental	4	227	3,792
Str. and Ctl. America	.....	408	1,110
West Indies	1	80	2,276
B. N. A. Colonies	.....	.....	12
Other countries	.....	.....	6

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	25	424	302
Boston	.....	8	187
Montreal	.....	1,253	729
Halifax	.....	.....	1
Total week	25	1,688	1,219
Previous week	25	1,541	1,975
2 weeks ago	.....	1,145	548
Cor. week 1934	.....	1,671	5,665

SUMMARY NOV. 6, 1934, TO JULY 6, 1935.

	1934 to 1935	1933 to 1935	Increase.	Decrease.
Pork, lbs.	305	445	.....	140
Bacon and hams, lbs.	90,535	97,121	.....	6,586
Lard, lbs.	87,052	287,292	.....	200,240

MEAT IMPORTS AT NEW YORK

For week ended July 6, 1935:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	189,000 lbs.
Brazil—Canned corned beef	90,000 lbs.
Canada—Sweet pickled hams	4,800 lbs.
Canada—350 pieces fresh beef	11,617 lbs.
Canada—Bacon	1,894 lbs.
England—Bacon	7,016 lbs.
Germany—Sausage	1,598 lbs.
Germany—Smoked ham	2,927 lbs.
Germany—Bacon	666 lbs.
Hungary—Sausage	1,102 lbs.
Ireland—Bacon	3,354 lbs.
Norway—Sausage	277 lbs.
Norway—Liverpaste	270 lbs.
Poland—Cooked ham	61,790 lbs.
Uruguay—Canned corned beef	208,930 lbs.

EXPORT NOTES

Importation of American lard into Cuba during first 9 months of the trade agreement totalled 11,734,596 kilos, against 5,232,867 from September, 1933, to May, 1934, inclusive. More lard was imported during first 5 months of 1935 than during the entire year of 1933. An important percentage of American lard sent to Cuba is mixed with compound lard. Wholesale price for this product on June 15 was \$17.22½ per cwt. as compared with \$18.22½ for pure American lard.

Newfoundland market for pork and beef is reported as practically unchanged with prices of pork continuing high and firm although fatbacks are cheaper on account of large recent arrivals from the United States.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, JULY 6, 1935.

	Open.	High.	Low.	Close.
LARD—				
July	13.52½	.....	.....	13.52½
Sept.	13.37½	13.45	13.37½	13.37½
Oct.	13.00	13.15	13.00	13.15ax
Dec.	12.37½-12.35	12.50	12.35	12.45ax
Jan.	.....	.....	.....	12.37½ax
May	.....	.....	.....	11.52½ax
CLEAR BELLIES—				
July	.....	.....	.....	16.02½b
Sept.	.....	.....	.....	16.77½b

MONDAY, JULY 8, 1935.

	Open.	High.	Low.	Close.
LARD—				
July	13.60	13.67½	13.60	13.62½b
Sept.	13.37½	13.47½	13.37½	13.45
Oct.	13.25	13.25	13.22½	13.25
Dec.	12.42½-47½	12.60	12.42½	12.60ax
Jan.	12.40	12.45	12.40	12.45ax
May	.....	.....	.....	11.60b
CLEAR BELLIES—				
July	17.00	17.20	17.00	17.20
Sept.	16.87½	17.00	16.87½	17.00b

TUESDAY, JULY 9, 1935.

	Open.	High.	Low.	Close.
LARD—				
July	13.75	13.80	13.75	13.80ax
Sept.	13.50	13.65	13.50	13.62½
Oct.	13.32½	13.42½	13.32½	13.40b
Dec.	12.60	12.75	12.60	12.75ax
Jan.	.....	.....	.....	12.60b
May	11.80	.....	.....	11.80b
CLEAR BELLIES—				
July	17.22½	17.25	17.22½	17.25b
Sept.	17.07½	17.12½	17.05	17.12½

WEDNESDAY, JULY 10, 1935.

	Open.	High.	Low.	Close.
LARD—				
July	13.95	13.95	13.90	13.90
Sept.	13.75	13.75	13.67½	13.70b
Oct.	13.45	13.50	13.45	13.47½b
Dec.	12.75	12.75	12.67½	12.70b
Jan.	12.60	.....	.....	12.60b
May	11.85	11.85	11.75	11.77½b
CLEAR BELLIES—				
July	17.35	17.50	17.35	17.50
Sept.	17.20	.....	.....	17.20b

THURSDAY, JULY 11, 1935.

	Open.	High.	Low.	Close.
LARD—				
July	13.90	.....	.....	13.90b
Sept.	13.70	13.75	13.70	13.75ax
Oct.	13.50	13.50	13.47½	13.47½b
Dec.	12.62½	12.65	12.62½	12.65
Jan.	12.52½	.....	.....	12.52½b
May	11.80	11.90	11.80	11.90
CLEAR BELLIES—				
July	17.20	17.22½	17.20	17.20ax
Sept.	17.20	.....	.....	17.20ax

FRIDAY, JULY 12, 1935.

	Open.	High.	Low.	Close.
LARD—				
July	13.90	13.92½	13.90	13.90b
Sept.	13.75	13.75	13.72½	13.75b
Oct.	13.45	13.47½	13.40	13.40b
Dec.	12.62½	12.62½	12.60	12.60b
Jan.	12.50	.....	.....	12.50ax
May	11.75	11.77½	11.75	11.77½b
CLEAR BELLIES—				
July	17.50	.....	.....	17.50a
Sept.	17.20	.....	.....	17.20ax

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, July 11, 1935.

REGULAR HAMS

	Green	*S.P.
8-10	18½	18½
10-12	18½	18½
12-14	18½	18½
14-16	18½	18½
16-18	18½	18½
18-20	18½	18½
20-22	18½	18½
22-24	18½	18½
24-26	18½	18½
26-28	18½	18½
28-30	18½	18½

BOILING HAMS

	Green	*S.P.
16-18	18	18½
18-20	18	18½
20-22	18	18½
22-24	18	18½

SKINNED HAMS

	Green	*S.P.
10-12	18½	19½
12-14	18½	19½
14-16	18½	19½
16-18	18½	19½
18-20	18½	19½
20-22	18½	19½
22-24	18½	19½
24-26	18½	19½
26-28	18½	19½
28-30	18½	19½

PICNICS

	Green	*S.P.
4-6	16	15½
6-8	15	14½
8-10	14	14
10-12	13	13½
12-14	13	13½

Short shank ¼c over.

BELLIES

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green	*D.C.
6-8	23½	23½
8-10	23½	23½
10-12	23½	23½
12-14	23½	23½
14-16	23½	23½
16-18	23½	23½
18-20	23½	23½
20-22	23½	23½
22-24	23½	23½
24-26	23½	23½
26-28	23½	23½
28-30	23½	23½

*Quotations represent No. 1 new cure.

D. S. BELLIES

	Clear	Rib
14-16	17½	.....
16-18	17½	.....
18-20	17½	.....
20-22	17½	17½
22-24	17½	17½
24-26	17½	17½
26-28	17½	17½
28-30	17½	17½
30-35	17½	17½
35-40	17½	17½
40-50	17½	16½
50-60	17	16½

D. S. FAT BACKS

6-8	12½	12½
8-10	12½	12½
10-12	12½	12½
12-14	12½	12½
14-16	12½	12½
16-18	12½	12½
18-20	12½	12½
20-25	12½	12½

OTHER D. S. MEATS

Extra Short Clears	35-45	17n
Extra Short Ribs	35-45	17n
Regular Plates	6-8	14½
Clear Plates	4-6	15
Jowl Butts	.....	17½
Green Square Jowls	.....	15
Green Rough Jowls	.....	15

LARD

Prime Steam, cash	13.97½b
Prime Steam, loose	13.92½b
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	15.87½
Raw leaf	14.42½n

MEAT AND LARD EXPORTS

Exports of lard, hams and bacon through port of New York during week ended July 11 totaled 325,025 lbs. of lard and 172,085 lbs. of meat.

Lard exports from the United States for the full week ended July 6, 1935, totaled 1,218,820 lbs. against 5,665,474 lbs. for the same week in 1934. For the packer year to date, exports of lard have totaled 87,052,122 lbs. against 287,292,572 lbs. for the same 1933-34 period, a decrease of approximately 200 million pounds.

Bacon and ham exports for the week ended July 6, 1935, totaled 1,687,600

lbs. against 1,671,500 lbs. for the corresponding week in 1934. For the packer year to date, exports of these products totaled 90,534,972 lbs. against 97,120,830 lbs. for the like 1933-34 period.

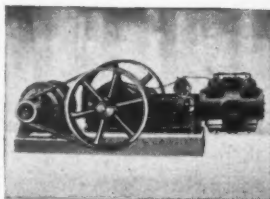
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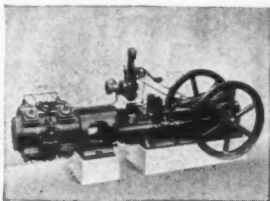
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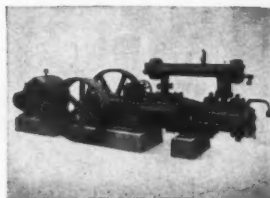
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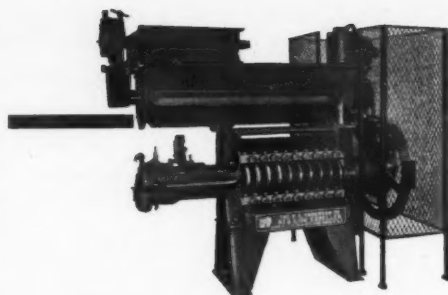
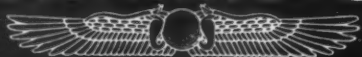
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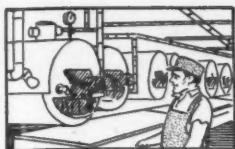
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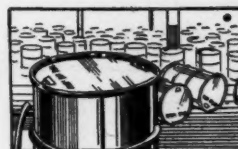
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Tallows and Greases

Weekly Market Review



TALLOW—While trade in tallow at New York was very quiet the market developed an easier tone, and was off $\frac{1}{4}$ c on extra compared with the previous week. It was estimated that only 100 to 150,000 lbs. changed hands. Decline was not unexpected in that consumers were practically out of market for supplies, and even at the lower levels failed to show any particular interest. While producers weakened to some extent, and business in extra passed at $6\frac{1}{2}$ c f.o.b., nevertheless there was no particular pressure of offerings on the decline. The tone continued to rule easy.

South American No. 1 at New York was quiet, but was reported available at $5\frac{3}{4}$ c c.i.f., a decline of $\frac{1}{4}$ c compared with previous week.

At New York special was quoted at $6\frac{1}{2}$ @ $6\frac{1}{2}$ c; extra, $6\frac{1}{2}$ c f.o.b. and edible, $7\frac{1}{2}$ @ $8\frac{1}{2}$ c.

At Chicago, the market on tallow was rather neglected, with buyers and sellers apart and awaiting developments. Edible was quoted at $7\frac{1}{2}$ @ $7\frac{1}{2}$ c; fancy, $7\frac{1}{2}$ @ $7\frac{1}{2}$ c; prime packer, $6\frac{1}{2}$ @ 7 c; special, $6\frac{1}{2}$ c; No. 1, $6\frac{1}{2}$ c.

There was no London tallow auction again this week. At Liverpool, Argentine tallow, July-August shipment, was off 9d for the week at 26s 6d. Australian good mixed at Liverpool July-August shipment was off 6d at 27s 6d.

The tallow futures market at New York was quiet during the week and 1 to 5 points lower. Sales in September were at 649 to 647.

STEARINE—Market was quiet and more or less nominal at New York and quoted at 9c. At Chicago, the market was quiet but steady with oleo quoted at 9c.

OLEO OIL—Routine interest continued to be the feature at New York where market was about steady with extra quoted at $11\frac{1}{2}$ @ $11\frac{1}{2}$ c; prime, $10\frac{1}{2}$ @ $11\frac{1}{2}$ c; lower grades, 9@c. At Chicago, the market was quiet but steady with extra quoted at $11\frac{1}{2}$ c.

(See page 42 for later markets.)

LARD OIL—Demand was quiet at New York and market easier, and unchanged to $\frac{1}{2}$ c lower, with No. 1 barrels quoted at 10c; No. 2, 9@c; extra, $11\frac{1}{2}$ c; extra No. 1, $10\frac{1}{2}$ c; prime, $16\frac{1}{2}$ c; winter strained, 12c.

NEATSFOOT OIL—Demand was moderate at New York and the market was easier and unchanged to $\frac{1}{2}$ c lower, with cold pressed quoted at $16\frac{1}{2}$ c; extra, $10\frac{1}{2}$ c; No. 1, $10\frac{1}{2}$ c; pure, $11\frac{1}{2}$ c.

GREASES—A modest trade but an easier tone featured greases at New York. A new low for the downward move was established about mid-week

when business took place in house grease at $5\frac{1}{2}$ c. An easier tallow market and a disposition on part of large soapers to look on as far as greases were concerned had an unsettling influence. Offerings were fair but not large at lower levels, although buyers and sellers continued somewhat apart.

At New York yellow and house was quoted at $5\frac{1}{2}$ @ 6 c; A white, $6\frac{1}{2}$ @ $6\frac{1}{2}$ c; B white, $6\frac{1}{2}$ @ $6\frac{1}{2}$ c; choice white, $7\frac{1}{2}$ @ $7\frac{1}{2}$ c.

At Chicago, the grease markets were inactive, with buyers and sellers apart but with consumers interested only at lower than quoted levels. At Chicago, brown was quoted at $5\frac{1}{2}$ @ $5\frac{1}{2}$ c; yellow, $5\frac{1}{2}$ @ $5\frac{1}{2}$ c; B white, $6\frac{1}{2}$ c; A white, 7 c; choice white, all hog, $7\frac{1}{2}$ c.

TALLOW FUTURES TRADING

Tallow market transactions at New York:

SATURDAY, JULY 6, 1935.				
	High.	Low.	Close.	
Sept.	6.47	@ 6.52
Oct.	6.47	@ 6.52
Dec.	6.48	@ 6.55
Jan.	6.48	@ 6.55
MONDAY, JULY 8, 1935.				
Sept.	6.47	@ 6.53
Oct.	6.47	@ 6.54
Dec.	6.48	@ 6.55
Jan.	6.50	@ 6.55
TUESDAY, JULY 9, 1935.				
Sept.	6.49	6.47	6.43	@ 6.50
Oct.	6.48	@ 6.52
Jan.	6.49	@ 6.55
WEDNESDAY, JULY 10, 1935.				
Sept.	6.43	@ 6.49
Oct.	6.43	@ 6.50
Dec.	6.47	@ 6.50
Jan.	6.48	@ 6.52
THURSDAY, JULY 11, 1935.				
Oct.	6.39	@ 6.46
Dec.	6.47	6.47	6.44	@ 6.50
Jan.	6.49	6.49	6.46	@ 6.50
FRIDAY, JULY 12, 1935.				
Sept.	6.38	
Oct.	6.39	
Nov.	6.40	
Dec.	6.42	@ 6.47
Jan.	6.44	@ 6.48
Sale 7 lots. Closing unchanged to 2 lower.				

LARD AND GREASE EXPORTS

Exports of lard from New York City, July 1, 1935, to July 10, 1935, totaled 360,975 lbs.; tallows, 6,400; greases, none; stearine, none.

When do market values warrant working up hog heads? See chapter 3 of "PORK PACKING," The National Provisioner's latest book.

BY-PRODUCTS MARKETS

Chicago, July 11, 1935.

Blood.

Market lower; last sales unground at $\$2.50$ @ 2.60 .

	Unit
Ground	Ammonia.
Unground	$\$2.55$ @ 2.65
	2.50 @ 2.60

Digester Feed Tankage Materials.

Consumer demand dull; trading is slight.

Unground, 10 to 12% ammonia	$\$2.25$ @ 2.35 & 10c
Unground, 8 to 10%	2.30 @ 2.40 & 10c
Liquid stick	$\$2.25$

Dry Rendered Tankage

Production is light; demand has eased off.

Hard pressed and exp. unground	
per unit protein	$\$.65$ @ $.67\frac{1}{2}$
Soft prod. pork, ac. grease & quality, ton	@ 60.00
Soft prod. beef, grease & quality, ton	@ 50.00

Packinghouse Feeds.

This market steady with last week.

Digester tankage meat meal 60%	@ 40.00
Meat and bone scraps, 50%	@ 40.00
Steam bone meal, 65%, special feeding per ton	@ 30.00
Raw bone meal for feeding	@ 30.00

Fertilizer Materials.

Market is seasonally quiet; prices quoted $\$2.20$ @ 2.40 & 10c nominal.

High grd. tankage, ground, 10@12% am.	$\$2.20$ @ 2.40 & 10c
Bone tankage, ungrd., low gd., per ton	@ 18.00
Hoof meal	@ 2.50

Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade	$\$30.00$ @ 80.00
Mfg. shin bones	45.00 @ 75.00
Cattle hoofs	27.00 @ 28.00
Junk bones	16.00 @ 16.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market steady and featureless; prices unchanged.

Steam, unground, 3 & 50	$\$18.00$ @ 19.00
Steam, unground, 3 & 50	16.50 @ 17.50

Gelatine and Glue Stocks.

Demand fair for skulls, jaws and knuckles.

Calf trimmings	@ 23.00
Sinews, pizzles	@ 16.00
Horn pits	@ 17.00
Cattle jaws, skulls and knuckles	@ 24.00
Hide trimmings (new style)	@ 8.00
Hide trimmings (old style)	@ 12.00
Pig skin scraps and trim, per lb.	@ $5c$ lb

Animal Hair.

Market largely nominal.

Summer coil and field dried	$1\frac{1}{2}$ @ $1\frac{1}{2}$ c
Winter coil, dried	2 @ $2\frac{1}{2}$ c
Processed, black, winter, per lb.	$8\frac{1}{4}$ @ 9 c
Processed, grey, winter, per lb.	$7\frac{1}{2}$ @ 8 c
Cattle, switching, each	$1\frac{1}{2}$ @ 2 c

*According to count.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, July 11, 1935.

Tankage and blood were featureless during the week due to lack of buying

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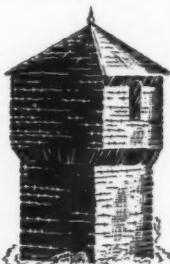
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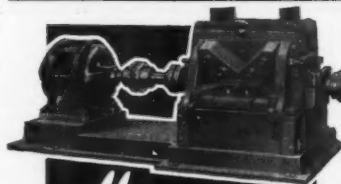
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MINNEAPOLIS, MINNESOTA, U. S. A.

interest. Buyers seem to have temporarily withdrawn from the market. However, many of the local producers are sold ahead and are in a fairly comfortable position.

A new schedule of potash prices was announced on July 8th and they are slightly lower than previous prices.

Cracklings were slightly easier in price with demand dull.

Very little bone meal is being sold as some buyers look for lower prices.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:	
July, 1935	@ 23.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried, 16% per unit	@ 2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	2.25 & 10c
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L., c.i.f.	@ 33.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk	
July, 1935	@ 23.50
in 200-lb. bags	@ 24.80
in 100-lb. bags	@ 25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.35 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk	2.15 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 22.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	@ 23.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton	@ 14.40
Kainit, 20% bulk, per ton	@ 11.00
Muriate in bulk, per ton	@ 22.50
Sulphate in bags, per ton, basis 90%	@ 33.75
Less 12%	

Dry Rendered Tankage.

50% unground	@ .55
60% ground	@ .60

PROCESSING TAX SUITS

(Continued from page 14.)

Humboldt Meat Co., Eureka; C. Bruce Mace, Dixon; and Morgan Meat Co., Gilroy.

How AAA Fights Cases

The government began to move in a number of cases this week. Its procedure was to ask for dismissal of the suit for injunction, or if an injunction were granted to ask the court to require complainant to post bond in the amount of the taxes.

In Minneapolis on June 11 the United States district court granted a temporary injunction restraining tax collection to 16 large milling companies and one packer. The court denied a government motion for dismissal of the suit.

It did not pass upon constitutionality of the AAA, although this had been sought by the plaintiffs, and announced that the case will be tried upon its merits at the September term. Until the final decision taxes for May and June will be held in escrow by the federal court. The decision affected only levies for the two months.

Meanwhile in Washington Frank J. Wideman, assistant attorney general, said a Supreme court opinion on the constitutionality of farm processing taxes "should be handed down by Christmas, and possibly in November." As head of the tax division, the justice department's largest unit, Wideman said three cases already in federal courts involving the cotton processing tax should decide this "first test for the New Deal on taxes."

AAA AMENDMENTS

(Continued from page 14.)

further, would absolve them from any violations of the law they may themselves create. Certainly we will get some change in that. The old doctrine of the non-sueability of the government originates from the idea that 'the king can do no wrong,' but such a theory does not belong in our form of government.

"The people of the United States wrote a constitution, and so there are limitations beyond which the government cannot go. If the government should overstep, the people should have the right to question the acts. If the courts are closed to such suits, such a thing does not fit in with constitutional government.

"If the government goes out and extorts from the people by way of processing taxes something approaching \$200,000,000, and when the people seek to recover the taxes the government says that they have no right to be heard, it is exploitation."

Former NRA Chairman Opposed

S. Clay Williams, former chairman of the NRA, charged that administration officials deliberately misled members of Congress in framing the pending amendments, in a statement he sent to all senators and representatives this week.

These officials were guilty of "deep laid craftiness" in conveying the impression the amendments were designed only to clarify the existing agricultural act, Williams declared. He added that the proposed legislation would permit processing taxes of 20 per cent of pre-

war parity on products already 20 per cent above such parity, whereas Secretary Wallace had said the amount of tax "could not be greater than is required to bring the market price up to the pre-war parity."

Among organizations which have requested that public hearings be held on the revised version of the amendments was the Chicago Association of Commerce. It sent the following telegram to Senators from Illinois:

"Latest proposed amendments to Agricultural Adjustment Act should not be presented to the Senate until hearings are given business interest most vitally affected. We respectfully urge your cooperation in arranging hearings before chairman Smith and his committee on agriculture and forestry prior to presenting such far reaching changes for formal action."

TRADE PRACTICE CONFERENCES

The way has become clear for renewal of the Federal Trade Commission's activities in holding trade practice conferences, says the U. S. Chamber of Commerce. With 18 applications for conferences filed in the last month, and 54 additional inquiries from industries that are examining the possibilities, the Commission has an opportunity to begin upon a large grist of work. As yet the Commission has not announced any new procedure to facilitate activities in this field.

MUST REGISTER FEED BRANDS

Manufacturers of concentrated feeds which are to be sold in Wyoming must register their products yearly with the state department of agriculture, according to a recent order. All future shipments of such feeds into the state, in addition to a tag on the bag giving weight and analysis of feed, must carry another tag showing registration.

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MARGARINE MATERIALS USED

Oleomargarine materials used in manufacture during May, 1935, with comparisons:

Ingredients of	May, 1935,	May, 1934,
Uncolored Margarine:	lbs.	lbs.
Butter	100	515
Cocanaut oil	13,728,043	9,329,970
Corn oil	7,784,953	3,312,848
Cottonseed oil	82,280	40,553
Derivative of glycerine	3,269	193
Lecithin	8,950,001	4,006,262
Milk	251,154	509,329
Neutral lard	1,417,177	1,269,399
Oleo oil	213,222	347,302
Oleo stearine	176,019	32,832
Oleo stock	342,126	179,938
Peanut oil	1,727,004	1,100,065
Salt	4,800	.....
Soda (benzoate of)	17,755	6,433
Soya bean oil	149,517	.....
Sugar .....	.....	12,596

Total32,859,020 20,238,565

Ingredients of Colored Margarine:		
Cocanaut oil	74,724	66,112
Color	259	265
Cottonseed oil	34,211	55,771
Derivative of glycerine	422	327
Milk	61,665	71,823
Neutral lard	6,800	22,257
Oleo oil	56,436	64,144
Oleo stearine	3,885	6,630
Oleo stock	1,860	1,180
Peanut oil	522	2,658
Salt	17,602	20,317
Soda (benzoate of)	33	15
Sugar .....	.....	54
Sunflower seed oil	11,000	.....

Total269,219 311,523
Total ingredients for colored and uncolored33,128,239 20,550,088

WISCONSIN TAXES MARGARINE

Wisconsin's law taxing all margarine 15 cents a pound was recently signed by Governor LaFollette in spite of the protests of producers of domestic fats and oils. Southern states had suggested a boycott on Wisconsin's dairy products if such action were taken. No other laws taxing all margarine were passed by state legislatures this year, according to a report of J. S. Abbott, secretary, Institute of Margarine Manufacturers.

ATTACK HOME FAT PROTECTION

Action has been started in Georgia to restrain the Commissioner of Agriculture from enforcing the state's new law which places a tax of 10 cents a pound on manufacture or sale of margarine containing foreign fats and oils. The suit was originally brought in district court but may be transferred to federal court.

FAT MARKETS IN FRANCE

(Special Report to The National Provisioner.)

Paris, June 27, 1935.

The French lard market still very quiet. Still no demand for French consumption, and sales between 185 and 200 francs per 100 kilos, according to quality, for export. Actually, prices are a little higher with quotations at 220 francs per 100 kilos, in 25 kilos boxes for choicest makes.

Vegetable oil market very weak during course of June. Prices for crude

groundnut oil for soapmaking dropped from 310 francs per 100 kilos at the end of May, to 275 francs at the end of June.

Edible grades groundnut oil, first pressure, French peanut oil, obtained from highest grades Rufisque nuts, are now quoted 375@365 francs per 100 kilos, naked, delivered at French Atlantic ports. Prime quality same oil, obtained also by pressure of real Rufisque nuts, 345@335 francs. Deodorized neutralized edible peanut oil 335@325 francs.

Palm oil from French colonies is quoted at 115 francs per 100 kilos, c.i.f. French ports, naked for the highest grades, viz Dahomey and/or Cameroun origin, and 5 francs less for Grand-Bassam/Cote d'Ivoire. The prices, of course, are lower for oil taken at the African coast.

Paris official quotation for technical tallow naked, which was 152.50 francs per 100 kilos at the end of May raised to francs 155 at the beginning of June on a good demand for exportation. This demand ceased entirely during second half of June and actual official quotation is 145.

Edible grades, which were quoted at from 200 to 215 francs per 100 kilos at the end of May, are now obtainable at 180 to 195 francs per 100 kilos.

Extra beef premier jus, country make, is obtainable now at 205 to 225 francs per 100 kilos.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 75c. To secure them, send the following coupon with remittance:

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COTTON OIL TRADING

COTTONSEED OIL.—Store oil offerings small; market firm with futures. Demand at New York moderate. S. E. and Valley crude, 8½c, nom., Texas, 8½c nom. Transactions at New York:

Thursday, July 4, 1935.

HOLIDAY.

Friday, July 5, 1935.

Spot	Range	Closing
	Sales High. Low. Bid. Asked.	
July .....	.....	960 a 980
Aug. ....	.....	970 a 990
Sept.	16 997 989	988 a 989
Oct.	17 995 989	989 a trad
Nov. ....	.....	975 a 995
Dec.	29 987 976	980 a 76tr
Jan.	1 990 990	977 a 983
Feb. ....	.....	975 a 990

Sales, 63 contracts.

Saturday, July 6, 1935.

Spot .....	.....	a
July .....	.....	975 a 987
Aug. ....	.....	970 a 990
Sept.	5 991 988	992 a 995
Oct.	11 995 990	995 a trad
Nov. ....	.....	975 a 995
Dec.	17 981 975	980 a 985
Jan.	1 981 981	983 a 985
Feb. ....	.....	980 a 995

Sales, 34 contracts.

Monday, July 8, 1935.

Spot .....	.....	a
July	2 975 975	975 a 985
Aug. ....	.....	975 a 995
Sept.	12 990 977	988 a 992
Oct.	41 997 980	990 a 991
Nov. ....	.....	975 a 990
Dec.	35 983 964	977 a trad
Jan.	7 981 968	981 a trad
Feb. ....	.....	975 a 990

Sales 97 contracts.

Tuesday, July 9, 1935.

Spot .....	.....	a
July ....	.....	980 a 995
Aug. ....	.....	980 a 1000
Sept.	10 1003 994	999 a 1002
Oct.	55 1006 992	1000 a 1005
Nov. ....	.....	990 a 1010
Dec.	29 998 983	995 a trad
Jan.	1 999 999	996 a 999
Feb. ....	.....	995 a 1000

Sales, 95 contracts.

Wednesday, July 10, 1935.

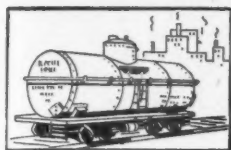
Spot .....	.....	a
July ....	.....	980 a 1000
Aug. ....	.....	985 a 1010
Sept.	18 1008 1003	1009 a 1012
Oct.	18 1015 1006	1014 a 1015
Nov. ....	.....	1000 r 1015
Dec.	33 1008 1000	1008 a trad
Jan.	16 1012 1005	1010 a 1012
Feb. ....	.....	1005 a 1020

Sales, 85 contracts.

Thursday, July 11, 1935.

Sept.	1008 1008 1008	a 1012
Oct.	1012 1005 1011	a 1013
Dec.	1007 997 1005	a
Jan.	1010 1010 1009	a 1012

(See page 42 for later markets.)



Vegetable Oils

Weekly Market Review



**Trade Active—Undertone Firm—
Cash Trade Fair—Outside Mar-
kets Stronger—Weather South
Better.**

The cottonseed oil futures market experienced a good volume of trade the past week. After backing and filling for a time, with the professional element still operating against values, and some liquidation due to Washington uncertainties, the market developed a stronger tone. This was due to the influence of a smaller cotton acreage than generally anticipated, and subsequent strengthening in outside markets, which brought about a renewal of commission house absorption in oil and considerable short covering.

The acreage developments were sufficient to bring about a change in professional sentiment for the better in spite of the fact that the weather in the South has been distinctly more favorable for the new crop the past week. The fact that cash oil trade was on a fairly satisfactory scale, and actual oil was firmly held, with notable betterment in lard, and the western allied market making some new season's highs, resulted in sufficient scattered absorption in oil to readily take care of the selling pressure which was mostly in the way of realizing.

As a result of the modest increase in the acreage, the government placing the new cotton area at 29,166,000 acres, or 4.6 per cent greater than the previous year, old crop oil statistics again came to the front as a factor. This was due to the knowledge that cotton crop has many trying periods through which it must pass before it is picked.

It was also due to fact that the acreage is sufficiently low to create apprehension of a small new cotton crop, as well as the possibility that old crop oil will be tightly held pending a better idea of the possible new crop production. As a result, climatic conditions become increasingly important as a market factor.

Acreage Slightly Higher

Estimated acreage compared with 27,883,000 acres in 1934 of which 26,987,000 acres were finally picked.

It was calculated that the estimated 1935 acreage might produce a crop anywhere between 9,500,000 and 12,000,000 bales depending upon the growing season. Close observers said that it was hardly likely that the government August report this year would indicate as much as 12,000,000 bales of cotton, that it was more likely to show around 11,500,000 bales, and with unfavorable weather considerably less than the

latter figure. However, if the yield is normal, around 175 lbs. per acre, the crop would turn out around 10,670,000 bales, which would mean roughly 2,500,000 bbls. of cottonseed oil, compared with a five-year average of 3,100,000 bbls.

Imports a Consumption Factor

Estimates on June oil consumption range from 200,000 to 250,000 bbls. The question of how much imported oil was used was an important factor. Some of the best posted factors in the trade were calculating on 250,000 bbls. compared with nearly 301,000 bbls. in June a year ago.

May exports of crude cottonoil were placed at 49,715 lbs. officially against 128,512 lbs. last year, and refined cottonoil exports in May at 504,571 lbs. against 554,398 lbs. last year.

May imports of crude cottonoil were placed at 5,642,278 lbs. and imports of refined cottonoil at 21,625,730 lbs. The crude and refined total was 27,268,000 lbs. revised from 22,725,101 lbs. shown in the preliminary report on June 12, and included 4,420,702 lbs. of crude and 19,039,460 lbs. of refined oil, entered directly for consumption, and 1,221,576 lbs. of crude and 2,586,270 lbs. of refined withdrawn from warehouses for consumption. The figures did not include 334,474 lbs. of crude and 412,039 lbs. of refined entered directly into warehouses.

COCOANUT OIL—Market was quiet at New York and about steady. Demand was conspicuous by its smallness but reports were current of a steadier

copra market. At New York cocoanut oil was quoted at 3% @ 3% c and at the Pacific coast at 3 1/2 c.

CORN OIL—The market was quiet but was steadier with cotton oil and quoted at New York at 8% c.

SOYA BEAN OIL—Middle-western mills were quoting 7 1/2 c at New York but trade appeared to be limited.

PALM OIL—Routine interest was apparent at New York but the market held steady. Spot Nigre was quoted at 4.20 @ 4.25 c; shipment Nigre, 3.90 c; Sumatra oil, 4 1/4 @ 4 1/2 c.

PALM KERNEL OIL—Demand was quiet at New York and quoted at 4 1/4 @ 4 1/2 c.

OLIVE OIL—Trade was rather dull but steady at New York. Spot barrels were quoted at 8 1/4 c; tanks, 7% c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market was quiet at New York. Crude was quoted at 9c nominal; and refined, 12 1/2 @ 13c.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., July 10, 1935.

Cottonseed meal held steady throughout the day from September forward, trading within a range of 10c. July sold in small quantities at \$25.00 or an advance of 25c and \$24.70 bid for August with no sales. There was nothing in the way of news as consuming interest was reported as very poor. Final prices were unchanged to 20c higher.

Cottonseed held steady with closing bid prices 50c to \$1.00 higher.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., July 11, 1935.—New Orleans cotton oil futures show underlying strength, after good advances Tuesday and Wednesday, but prices are still much too low compared to lard. Old crop crude practically exhausted. New crop seed up about \$2.00 per ton this week, with no crude offering for new crop positions. Crop two to three weeks late with critical periods ahead.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 11, 1935.—Crude cottonseed oil nominal 8% c lb. bid for Valley; forty-one per cent protein cottonseed meal, \$24.75 bid f.o.b. Memphis prompt and July shipment.

MAY MARGARINE PRODUCTION

Margarine produced during May, 1935, with comparisons, is reported as follows by margarine manufacturers to the Bureau of Internal Revenue:

	May, 1935, lbs.	May, 1934, lbs.
Production of uncolored margarine	30,105,563	18,024,572
Production of colored margarine	232,910	241,420
Total production	30,338,482	18,265,992
Uncolored margarine withdrawn taxpaid	30,054,178	17,937,235
Colored margarine withdrawn taxpaid	60,102	40,250

HULL OIL MARKETS

Hull, England, July 12, 1935.—(By Cable.)—Refined cottonseed oil, 26s; Egyptian crude cottonseed oil, 23s.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products quiet and barely steady latter part week, lower grain markets offsetting strength in hogs. Latter top at \$10.25 reached new high, best in five years. Reaction to \$10.20 cash trade fair.

Cottonseed Oil

Cotton oil is reported easier with scattered liquidation selling, bearish consumption, but commission house support checked decline. June consumption only 158,000 bbls. against 303,000 bbls. last year; visible end June 1,453,000; year ago, 2,150,000. If July consumption ran around 253,000 bbls. carry-over would total about 1,200,000 bbls., which is much greater than anticipated earlier in the season.

Quotations on bleachable cottonseed oil Friday noon were: July, \$9.75@9.82; Sept., \$9.90@9.92; Oct., \$9.94; Dec., \$9.88; Jan., \$9.94.

Tallow

Tallow, extra, 6½¢ f.o.b.

Stearine

Stearine, 9¢ sales.

Friday's Lard Markets

New York, July 12, 1935.—Prices are for export; no tax. Lard, prime western, \$12.40@12.50; middle western, \$12.40@12.50; city, 11½¢; refined Continent, 12¢@12½¢; South American, 12¢@13¢; Brazil kegs, 13½¢; compound, 12¢ in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, July 11, 1935.

General provision market dull and weak; fair demand for hams, very poor demand for lard.

Thursday's prices were: Hams, American cut, 88s; hams, long cut, 88s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 81s; Canadian Cumberlands, 74s; spot lard, 60s 9d.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to July 12, 1935, show exports from that country were as follows: To the United Kingdom, 14,500 quarters; to the Continent, 26,701. Exports the week ending July 5 were: To England, 118,581 quarters; to the Continent, 2,332 quarters.

Watch "Wanted Page" for bargains.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reported imports during June, 1935:

	June 30, 1935.
Bacon (including shoulders) cwt.	21,872
Hams, cwt.	36,584
Lard, tons	354

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwt.	Hams, cwt.	Lard, tons.
June, 1935	5,070	7,492	116
May, 1935	5,118	7,081	223
June, 1934	5,179	7,571	410

The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and new subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

If you want to keep posted on the markets every day, fill out the coupon below and mail it. Subscription is at the rate of \$1 per week, or \$48 per year, payable in advance:

The National Provisioner,
Old Colony Bldg., Chicago.

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Street

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CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended July 12, 1935, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended July 12.	Prev. week.	Cor. week, 1934.
Spr. nat. str.	@13½n	@13½n	@10n
Hvy. nat. str.	@13	@13	9½@10
Hvy. Tex. str.	@13	@13	8½@10
Hvy. butt brand'd str.	@13	@13	8½@10n
Hvy. Col. str.	@12½	@12½	8 @ 9½
Ex-light Tex.	@10	@10	@ 7½
Brand'd cows.	@10	@10	@ 7½
Hvy. nat. cows	10½@10½	@10½	7½@ 9
Lt. nat. cows	@10	10	@10½
Nat. bulls	@ 9½	@ 9½	5½@ 8
Brand'd bulls	@ 8½	@ 8½	4½@ 5½
Calfskins	16½@22ax	16½@22	12½@14½
Kips, nat.	@12½	@12	@12n
Kips, ov-wt.	@11	@11	@11n
Kips, brand'd	9½@10	@10	@10n
Slunks, reg.	@90	87½@95	@ 60
Slunks, hrls.	@45	35 @45	35 @50

Light native, butt branded and Colorado steers, 1c per lb. less than heavies.

CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts.	@ 9½n	@ 9½n	@ 7½n
Brand'd	@ 9n	@ 9n	@ 7n
Nat. bulls	@ 8½n	@ 8½n	5 @ 5½n
Brand'd bulls	@ 7½n	@ 7½n	4½@ 5n
Calfskins	16½ax	13@16½	9 @ 10
Kips	@11½n	@12n	@ 9
Slunks, reg.	@80n	@ 65	@ 75
Slunks, hrls.	@35n	25 @35	25 @40n

COUNTRY HIDES.

Hvy. steers	7 @ 7½	7 @ 7½	@ 5½n
Hvy. cows	7 @ 7½	7 @ 7½	@ 5½n
Bulls	7½@ 8	7½@ 8	6½@ 8n
Extremes	8 @ 8½	8 @ 8½	7½@ 7n
Bulls	5½@ 6	5½@ 5½	@ 3½
Calfskins	@10	@10	7 @ 7½
Kips	7½@ 8	7½@ 8	7 @ 7½
Light calf	.50 @60n	50 @60n	25 @35n
Deacons	.50 @60n	50 @60n	25 @35n
Slunks, reg.	.35 @50n	35 @50n	@20n
Slunks, hrls.	.10 @15n	10 @15n	@10n
Horsehides	.3.50@3.90	3.50@3.90	2.65@3.15

SHEEPSKINS.

Pkr. lambs	.....	68 @75
Sml. pkr.	.....	50 @55
Lambs	.....	55 @57½
Pkr. shearls.	@35	55 @37½
Dry pelts	@14½	14 @14½

N. Y. FUTURES HIDE PRICES

Saturday, July 6, 1935—No session.

Monday, July 8, 1935—Close: Sept. 10.63@10.69; Dec. 10.99 sale; Mar. 11.33 sale; June 11.63n; sales 81 lots. Closing unchanged to 10 lower.

Tuesday, July 9, 1935—Close: Sept. 10.50 sale; Dec. 10.81@10.82 sales; Mar. 11.12@11.16; June 11.42n; sales 49 lots. Closing 13@21 lower.

Wednesday, July 10, 1935—Close: Sept. 10.45@10.49; Dec. 10.80 sale; Mar. 11.09@11.14; June 11.39n; sales 50 lots. Closing 1@5 lower.

Thursday, July 11, 1935—Close: Sept. 10.47@10.50; Dec. 10.78@10.84; Mar. 11.11@11.15; June 11.40n; sales 29 lots. Closing 2 lower to 2 higher.

Friday, July 12, 1935—Close: Sept. 10.49 sale; Dec. 10.84 sale; Mar. 11.15@11.18; June 11.45n; sales 29 lots. Closing 2@6 higher.

TANNERS CHANGE DATE

Annual meeting of the Tanners' Council of America will be held in Chicago on October 24 and 25 instead of a week earlier as was originally planned, according to an announcement of the executive committee of the council. The Palmer House is the place.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—After a very quiet and rather dull period over the early part of this week, the packer hide market got off to a late start, with a total movement so far of 57,500 hides. All descriptions moved at steady prices, including light native cows, which did not share in the advance of last week. One packer declined these prices and the movement was confined to three packers.

The early dullness was accounted for in part by the sagging tendency in hide futures prices, but quotations remained in a rather narrow range with some recovery late in the week.

One packer sold three cars May native steers early at 12½c, and later 1,200 May-Junes brought 13c, steady. One lot of 5,000 May-June extreme light native steers sold at 10½c.

One packer sold 900 June butt branded steers at 13c. One lot of 900 June Colorados sold at 12½c, and 1,800 more same basis. Heavy Texas steers last sold at 13c for May-Junes, previous week, and light Texas steers at 12c, same dating. Extreme light Texas steers quotable at 10c.

One lot of 1,500 heavy native cows sold basis 10½c for Junes, with some differential for earlier take-off; packers' ideas 11c for June-July. Association sold a car June-July light native cows early at 10½c, to Exchange operator; later one packer sold 13,000 and a second packer 5,000 May-Junes at 10c, and 4,000 Junes also sold at 10c. Two packers sold 21,000 May-June branded cows at 10c, steady; association sold a car June-July early at 10c. Native bulls last sold at 9½c, previous week.

SMALL PACKER HIDES—Chicago small packer all-weights quoted nominally around 9½c for natives and 9c branded. Outside small packer lots offered at 9c, f.o.b. shipping point, for May-June take-off, with 8½@8¾c bid.

FOREIGN WET SALTED HIDES—South American market steady. Late last week 5,000 Uruguay steers sold equal to 12c, c.i.f. New York. Mid-week, 4,000 Swift LaPlatas sold to Russia equal to about 11½c, c.i.f. New York, as against 69½ pesos or 11½@9/16c paid for 6,000 Argentines at close of last week. Later, about 16,000 more moved same basis for both Uruguay and Argentine steers.

COUNTRY HIDES—Trading in country hides continues very slow but there is better interest in the heavy end than in light hides. Dealers' ideas are firm, due to their inability to replace hides at prices which will permit them to sell at figures now obtainable. All-weights 47/48 lb. avg. quoted around 7½c, se-

lected, delivered, to possibly 7½c. Heavy steers and cows quoted around 7½c but some heavy cows still offered at 7c and unsold. Buff weights 7½c to possibly 8c. Extremes quiet and quoted 8@8½c, selected, trimmed. Bulls around 5½@6c; glues slow at 4½c. All-weight branded about 5½@6c, flat, less Chicago freight.

CALFSKINS—Trading still awaited to establish market for June packer calf. Packers are asking steady prices, basis 21c for regular northern point heavies and 16½@17c for lights, and are inclined to ignore the recent easiness in city calfskins. May calf were well cleaned up earlier, except some river point heavies which last sold at 19½c.

Chicago city calfskins last sold at 13c for the 8/10 lb. and 16½c for the 10/15 lb., previous week; offerings at these prices unsold, with buyers' ideas 12½c and 16c. Outside cities, 8/15 lb., quoted around 14@14½c; mixed cities and countries, 11½@12c; straight countries around 10c. Chicago city light calf and deacons sold at \$1.00, previous week.

LATER: Car 8/10-lb. Chicago city calf sold at 13c, steady.

KIPSKINS—One packer sold May-June kipskins on private terms. Another packer sold 2,500 May-June southern over-weights at 10c, or a cent off from about three weeks back. There has been some other trading in various odds and ends of back salting over-weights, etc., and market quoted around 12½c for northern natives, 11c northern over-weights; June brands sold earlier at 10c and cleaned up.

Car Chicago city kipskins sold early at 12c but market quotable around 11½c, nom., at present. Outside cities around 11½c, nom. Mixed cities and countries, 9@9½c; straight countries, 7½@8c.

Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 10-cent stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me copy of directions for take-off and curing of hides and skins.

Name

Street

City

(Enclosed find 10c in stamps.)

Couple packers sold June production regular slunks at 90c, or 2½c over last sales.

HORSEHIDES—Good city renderers quoted around \$3.75, to possibly \$3.90 for choice hides, with full manes and tails, selected, delivered, Chicago. Mixed city and country lots around \$3.50. Bids for about two million pairs mittens on government order were opened this week; this order has been the cause of the recent strength in horsehides.

SHEEPSKINS—Dry pelts scarce and firm at 14@14½c, Chicago, for full wools, short wools and pieces half-price. Shearling production now rather light but sales reported on several cars this week at about steady prices, 55c for No. 1's, 40c for No. 2's and 20c for clips. Some houses consider these prices too low and are now pulling their shearlings. June pickled skins quoted around \$4.75 per doz. at Chicago, with sales reported at \$4.75 in the eastern market. Packer spring lambs quoted \$1.65 per cwt. live lamb, paid outside packer.

New York

PACKER HIDES—June steers were well cleaned up last week at 13c for butt brands and 12½c for Colorados, with the natives sold earlier at 13c. May-June all-weight cows quoted 9½@10c, bulls, 9½c. Some interest in July hides at last trading prices but still a bit early for offerings of July hides.

CALFSKINS—Only trading reported so far was a car collectors' 4-5's at \$1.05, steady with last previous sale but about 10c under last week's asking price. Collectors have been talking \$1.30 for 5-7's, \$1.85 for 7-9's and \$2.75 for 9-12's, or 5@15c over last trading prices. Packers' ideas around \$1.50 for 5-7's, \$2.05 for 7-9's, \$2.85 for 9-12's.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended July 6, 1935, were 3,422,000 lbs.; previous week, 4,099,000 lbs.; same week last year, 3,852,000 lbs.; from January 1 to July 6 this year, 137,889,000 lbs.; same period a year ago, 123,344,000 lbs.

Shipments of hides from Chicago for the week ended July 6, 1935, were 4,277,000 lbs.; previous week, 5,277,000 lbs.; same week last year, 3,335,000 lbs.; from January 1 to July 6 this year, 173,699,000 lbs.; same period a year ago, 157,787,000 lbs.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports, for week ended June 29:

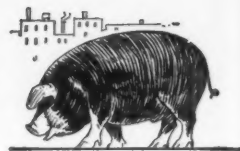
Week Ending	New York	Boston	Phila.
June 29, 1935.....	44,738	.....	.....
June 22, 1935.....	37,471	.....	.....
June 15, 1935.....	16,207	500	1,117
June 8, 1935.....	21,351	.....	.....
Total 1935.....	679,836	29,478	15,281
June 30, 1934.....	17,179	105	.....
June 23, 1934.....	22,351	24	.....
	455,718	27,116	39,763

Total no far: 1935—724,596*. 1934—512,597*
*Does not include 145,564 imported at Norfolk.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, July 11, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd-ch.	\$9.10@ 9.90	\$9.35@10.00	\$8.50@ 9.40	\$8.75@ 9.35	\$8.85@ 9.65
Medium	8.50@ 9.60	8.75@ 9.85	8.15@ 9.10	8.15@ 9.00	8.35@ 9.10
Lt. wt. (160-180 lbs.) gd-ch.	9.60@10.10	9.85@10.00	9.10@ 9.63	9.00@ 9.65	9.10@ 9.75
Medium	9.10@ 9.75	9.15@ 9.90	8.75@ 9.40	8.65@ 9.40	8.50@ 9.35
(180-200 lbs.) gd-ch.	9.75@10.20	9.90@10.10	9.40@ 9.75	9.45@ 9.75	9.35@ 9.75
Medium	9.40@ 9.95	9.25@10.00	9.15@ 9.50	9.20@ 9.55	8.65@ 9.40
Med. wt. (200-220 lbs.) gd-ch.	10.00@10.25	9.85@10.10	9.50@ 9.75	9.50@ 9.75	9.40@ 9.75
(220-250 lbs.) gd-ch.	9.85@10.25	9.00@10.00	9.50@ 9.75	9.50@ 9.75	9.25@ 9.75
(250-290 lbs.) gd-ch.	9.25@10.00	9.25@ 9.75	9.15@ 9.60	9.35@ 9.65	8.65@ 9.50
(290-350 lbs.) gd-ch.	9.00@ 9.50	8.90@ 9.35	8.85@ 9.35	8.90@ 9.40	8.40@ 9.10
PACKING SOWS:					
(275-350 lbs.) good	8.45@ 8.80	8.35@ 8.60	8.40@ 8.65	8.35@ 8.50	8.25@ 8.40
(350-425 lbs.) good	8.35@ 8.65	8.25@ 8.50	8.35@ 8.60	8.25@ 8.40	8.10@ 8.30
(425-550 lbs.) good	8.25@ 8.55	8.10@ 8.40	8.25@ 8.50	8.15@ 8.35	7.90@ 8.20
(275-550 lbs.) medium	7.75@ 8.45	7.50@ 8.35	7.75@ 8.40	7.25@ 8.25	7.50@ 8.25
SLAUGHTER PIGS:					
(100-140 lbs.) gd-ch.	8.50@ 9.50	8.35@ 9.60	8.00@ 8.75	7.50@ 8.85	8.75@ 9.50
Medium	7.50@ 9.10	7.50@ 8.40	7.50@ 8.50	6.25@ 8.25	8.25@ 9.00
Av. cost & wt. Wed. (pigs ex.)	9.32-262 lbs.	9.40-218 lbs.	8.91-253 lbs.	9.19-240 lbs.	
Slaughter Cattle, Calves, and Vealers:					
STEERS:					
(550-900 lbs.) choice	10.00@11.00	9.50@10.75	9.25@10.75	9.00@10.75	9.50@10.75
Good	8.75@10.25	8.50@10.00	8.00@10.00	8.00@10.00	8.65@10.25
Medium	8.00@ 9.00	7.00@ 8.75	7.00@ 8.50	6.50@ 8.75	7.25@ 9.00
Common	5.25@ 8.00	6.00@ 7.25	4.50@ 7.00	4.50@ 6.50	5.00@ 7.50
STEERS:					
(900-1,100 lbs.) choice	10.50@11.50	10.00@11.50	10.00@11.25	10.00@11.25	10.25@11.35
Good	9.00@10.75	9.00@11.00	8.50@10.25	8.75@10.50	9.00@10.65
Medium	8.00@ 9.00	7.25@ 9.25	7.00@ 8.75	6.50@ 9.00	7.50@ 9.25
Common	5.50@ 8.25	6.25@ 7.50	5.00@ 7.25	4.75@ 7.00	5.50@ 7.75
STEERS:					
(1,100-1,300 lbs.) choice	10.75@11.75	11.00@11.75	10.25@11.50	10.50@11.50	10.65@11.60
Good	9.00@11.25	9.25@11.25	8.75@10.75	9.00@10.50	9.00@10.80
Medium	8.50@ 9.50	7.50@ 9.50	7.25@ 9.25	7.00@ 9.25	7.75@ 9.50
HEIFERS:					
(1,300-1,500 lbs.) choice	11.25@12.00	11.25@11.75	10.75@11.50	10.50@11.50	10.65@11.60
Good	9.75@11.25	9.50@11.25	9.25@10.75	9.25@10.50	9.50@10.75
HEIFERS:					
(550-750 lbs.) choice	10.00@10.75	9.50@10.25	9.50@10.50	9.00@10.25	9.50@10.50
Good	8.50@10.00	8.50@ 9.50	8.50@ 9.50	8.00@ 9.25	8.25@ 9.75
Com-med.	4.75@ 8.50	4.25@ 8.50	4.50@ 8.50	4.50@ 8.00	4.50@ 8.25
HEIFERS:					
(750-900 lbs.) gd-ch.	8.50@10.75		8.50@10.75	8.00@10.50	8.50@10.75
Com-med.	5.00@ 8.50		4.75@ 8.50	4.75@ 8.00	5.00@ 8.50
COWS:					
Good	6.75@ 7.50	6.25@ 7.25	6.50@ 7.50	6.25@ 7.25	6.50@ 7.50
Com-med.	5.00@ 6.75	4.75@ 6.25	4.50@ 6.50	4.50@ 6.25	4.50@ 6.50
Low-cut-cut	3.75@ 5.00	3.00@ 4.75	3.50@ 4.50	3.00@ 4.50	3.25@ 4.50
BULLS: (Yrln. Ex.) (Beef)					
Good	6.00@ 7.50	6.00@ 7.00	6.00@ 6.50	5.50@ 6.00	5.65@ 6.25
Cut-med.	4.75@ 6.35	4.00@ 6.00	4.75@ 6.00	3.75@ 5.50	4.00@ 5.85
VEALERS:					
Gd-ch.	7.25@ 8.75	6.75@ 8.00	7.00@ 8.50	6.50@ 8.00	6.25@ 8.50
Medium	6.00@ 7.25	5.50@ 6.75	6.00@ 7.00	5.00@ 6.50	5.00@ 6.75
Cul-com.	4.50@ 6.00	3.00@ 5.50	3.50@ 6.00	3.50@ 5.00	3.50@ 5.50
CALVES:					
(250-500 lbs.) gd-ch.	7.00@ 9.75	6.75@ 9.50	6.50@ 8.75	6.00@ 8.25	6.00@ 9.00
Com-med.	3.50@ 7.00	3.50@ 6.75	3.50@ 6.50	3.50@ 6.30	3.75@ 6.50
Slaughter Sheep and Lambs:					
LAMBS:					
(90 lbs. down.) gd-ch.*	7.10@ 8.60	7.50@ 8.50	7.25@ 8.25	7.75@ 8.35	8.00@ 8.50
Com-med.	5.50@ 7.25	5.00@ 7.75	5.50@ 7.25	5.25@ 7.75	6.00@ 8.00
YEARLING WETHERS:					
(90-110 lbs.) gd-ch.	5.60@ 6.60	6.00@ 6.50	5.50@ 6.25	5.50@ 6.25	5.50@ 6.35
Medium	5.00@ 5.75	5.00@ 6.00	4.75@ 5.50	4.75@ 5.50	5.00@ 5.75
EWES:					
(90-120 lbs.) gd-ch.	2.50@ 3.50	2.50@ 3.50	2.25@ 3.25	2.25@ 3.25	2.50@ 3.25
(120-150 lbs.) gd-ch.	2.15@ 3.35	2.00@ 3.25	1.75@ 2.75	2.00@ 3.00	1.75@ 3.00
(All weights) com-med.	1.50@ 2.50	1.00@ 2.50	1.00@ 2.25	1.25@ 2.25	1.00@ 2.50

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, July 11, 1935.

Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota were higher compared with last week's close. Butcher hogs 25@35c higher; in spots 40c up. Packing sows were 15@25c higher and in some instances more. Late sales of good to choice 180- to 250-lb. truck deliveries were generally \$9.10@9.50. Bulk of 200 to 220 lbs., \$9.20@9.50; extremely long hauled truck and rail deliveries to \$9.65, and occasionally \$9.70@9.75. Bulk of 250 to 290 lbs., \$8.85@9.20; 290 to 350 lbs., \$8.45@8.95; better grade 160 to 180 lbs., \$8.75@9.30; 140 to 160 lbs., \$8.05@8.80. Good packing sows, \$7.65@8.20; few, \$8.30.

Receipts week ended July 11, 1935:

	This week.	Last week.
Friday, July 5.....	11,200	14,100
Saturday, July 6.....	8,900	12,000
Monday, July 8.....	28,500	25,100
Tuesday, July 9.....	8,800	8,800
Wednesday, July 10.....	12,100	10,800
Thursday, July 11.....	11,900	Holiday

CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock prices, July 4, 1935:

BUTCHER STEERS.

Up to 1,050 lbs.

	July 4, 1935.	Last week.	Same week, 1934.
Toronto.....	\$ 7.25	\$ 7.65	\$ 5.60
Montreal.....	7.00	7.00	5.75
Winnipeg.....	6.50	6.75	5.25
Calgary.....	5.25	6.00	4.65
Edmonton.....	5.30	5.75	4.50
Prince Albert.....	5.50	6.00	4.90
Moose Jaw.....	5.30	5.50	4.00
Saskatoon.....	5.50	5.25	4.75

VEAL CALVES.

Toronto.....	\$ 7.00	\$ 7.00	\$ 5.50
Montreal.....	6.50	6.50	5.00
Winnipeg.....	5.50	5.50	4.00
Calgary.....	5.00	5.50	4.50
Edmonton.....	4.00	4.00	3.50
Prince Albert.....	3.00	3.00	3.00
Moose Jaw.....	4.75	4.50	3.50
Saskatoon.....	3.75	4.00	3.50

SELECT BACON HOGS.

Toronto.....	\$10.50	\$10.75	\$ 9.65
Montreal.....	10.75	10.90	9.85
Winnipeg.....	9.65	10.00	8.85
Calgary.....	9.35	9.40	8.35
Edmonton.....	9.20	9.50	8.60
Prince Albert.....	9.50	9.60	8.45
Moose Jaw.....	9.65	9.75	8.60
Saskatoon.....	9.50	9.60	8.45

GOOD LAMBS.

Toronto.....	\$ 8.50	\$ 9.25	\$ 8.75
Montreal.....	8.50	9.00	8.00
Winnipeg.....	7.00	7.50	7.00
Calgary.....	6.00	6.50	6.50
Edmonton.....	6.00	6.50	5.50
Prince Albert.....	5.50	5.50	5.50
Moose Jaw.....	6.00	7.00	6.00
Saskatoon.....	5.50	6.50	5.50

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

To Cut Livestock Shipping Loss of \$3,000,000 a Year

LIVESTOCK producers and shippers are suffering a partly preventable loss of \$3,000,000 a year through death or crippling of livestock on the way to market. This is the finding of H. R. Smith, manager of the National Livestock Loss Prevention Board, in his first research report on this subject.

A later report will show the still greater losses suffered by packers from bruises to meats due to rough handling of livestock.

Basing his estimates on percentage of deaths or crippling of animals while in transit by train or truck to 17 livestock markets in the last two years, and to 7 other markets by train alone, Mr. Smith declares that out of 87,000,000 head shipped for commercial slaughter in 1933, more than 72,000 died in transit and nearly 109,000 were crippled.

This means that at least two animals in every thousand received serious injuries, not including the additional thousands damaged through bruising. The year 1933 was taken as typical, since 1934 losses were abnormally high because of large number of drouth-weakened animals.

Death and crippling injuries to hogs are most numerous, and those to cattle are least frequent (last year's drouth cattle having been an exception). Losses in 1933, for example, by either death or crippling, were 98 per 100,000, in the case of cattle; 127 per 100,000 among sheep; 192 per 100,000 for calves; and 261 per 100,000 for hogs.

Losses \$6.50 to \$70 per Head

In addition to the humane side of the picture, animals arriving dead or crippled inflict heavy financial losses on their owners. Those arriving dead can go only to the rendering tank, and their only value, where any value exists, is as inedible product; whereas bruised or crippled animals necessitate

much loss by "trimming out" in the meat-making process.

Thus the average loss on a dead animal, Mr. Smith reports, is about \$70, at present market prices, in the case of cattle; \$26 for hogs, \$10 for calves, and \$6.50 for sheep. As to crippling, the average loss in each class is about half of these amounts.

In 1933, in proportion to the number handled by each, 14 per cent more cattle died on trains than on trucks, but 38 per cent more were crippled on trucks than on railroads. In each year, in proportion to the number handled, trucks delivered more dead or crippled hogs, and far more dead or crippled sheep; but calves arriving dead or crippled were much more numerous by train.

Trouble with Calves and Sheep

"The common practice of permitting calves to be shipped with larger animals, often for long distances without

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.		NEW YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending July 6, 1935.....	7,297½	1,437	2,058
	Week previous	8,405	1,721	2,283
	Same week year ago.....	7,521	1,839	2,471
COWS, carcass	Week ending July 6, 1935.....	1,009	825	1,487
	Week previous	512	734	1,288
	Same week year ago.....	645	1,113	1,511
BULLS, carcass	Week ending July 6, 1935.....	323	403	39
	Week previous	397	490	28
	Same week year ago.....	292	464	24
VEAL, carcass	Week ending July 6, 1935.....	9,624	1,127	472
	Week previous	17,392	1,304	569
	Same week year ago.....	10,208	1,630	564
LAMB, carcass	Week ending July 6, 1935.....	29,704	11,016	15,723
	Week previous	28,845	10,181	15,528
	Same week year ago.....	29,052	9,596	17,147
MUTTON, carcass	Week ending July 6, 1935.....	1,452	675	278
	Week previous	6,465	397	510
	Same week year ago.....	963	126	102
PORK CUTS, lbs.	Week ending July 6, 1935.....	998,842	310,918	267,968
	Week previous	1,281,157	266,251	167,601
	Same week year ago.....	1,363,059	328,156	175,290
BEEF CUTS, lbs.	Week ending July 6, 1935.....	270,143	.....	.....
	Week previous	489,899	.....	.....
	Same week year ago.....	451,388	.....	.....
LOCAL SLAUGHTERS.				
CATTLE, head	Week ending July 6, 1935.....	6,854	1,541	.....
	Week previous	7,158	1,760	.....
	Same week year ago.....	6,198	1,305	.....
CALVES, head	Week ending July 6, 1935.....	15,912	2,821	.....
	Week previous	14,662	3,522	.....
	Same week year ago.....	13,814	2,649	.....
HOGS, head	Week ending July 6, 1935.....	20,245	8,114	.....
	Week previous	24,357	8,308	.....
	Same week year ago.....	25,230	11,487	.....
SHEEP, head	Week ending July 6, 1935.....	64,252	6,252	.....
	Week previous	74,996	7,819
	Same week year ago.....	46,624	4,750

HOGS—SHEEP—CALVES—CATTLE H. L. SPARKS & CO.

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Montgomery, Ala.

partitions of any kind in the cars, is another cause of the higher percentage dead and crippled by rail," says the report, mentioning as a factor in the loss of calves the longer distances traveled by rail.

"Apparently there has been something radically wrong in the transportation of sheep by truck. They are delivered to the markets shorter distances on the average, and yet the number dead and crippled on arrival has been much higher than by rail.

"No doubt, efforts to get as much weight as possible in the trucks has brought about overcrowding. There are many instances where sheep have been smothered in trucks from overcrowding. Sheep are often loaded in trucks with larger animals, unpartitioned, and are in consequence frequently killed or injured. In the unloading of trucks, sheep are sometimes allowed to jump to the ground from the upper deck and are crippled in this way. The lack of cleats on truck floors permits a certain amount of slipping and sliding which is injurious."

Work of Prevention Board

The National Livestock Prevention Board was organized last December in the interest of farmers, railroads, insurance companies, packers, stockyards companies and others involved in transportation of livestock. Its purpose is reduction of livestock losses. Further studies are already in progress, which will permit centering of attention on specific causes of injury, and on practicable methods of eliminating them.

Headquarters are at Chicago, and officers are: Earle G. Reed, chairman, New York Central Lines, Columbus, O.; Homer R. Davison, vice-chairman, Institute of American Meat Packers, Chicago; Dr. H. Preston Hoskins, secretary, American Veterinary Medical Association, Chicago; C. H. McNie, treasurer, Chicago and North Western R. R. Co., Chicago.

NEW YORK BEEF IMPORTS

(Special Wire to The National Provisioner.)

New York, July 12, 1935.

Ship due on July 13 from New Zealand with considerable beef. Another shipment on s.s. Fort Darwin is due July 15. Some beef has been sold in bond basis at 13½¢ for quarters; 11½¢ for bull meat and 10½¢ for cow. These prices are delivered. All product will be unloaded but one consignee indicates trying for government approval to re-export large part of their shipment to England.

About 12,500 lbs. of chilled beef received from Canada during week ended July 11. Imports of canned beef from South America totaled 168,600 lbs. and a shipment of 107,000 lbs. of tallow was also received.

See Classified Pages for bargains.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended July 6, 1935:

	CATTLE.		Cor. week. 1934.
	Week ended July 6.	Prev. Week.	
Chicago	21,761	18,144	37,578
Kansas City	16,780	16,370	45,384
Omaha	11,508	11,390	17,024
East St. Louis	15,158	17,276	13,555
St. Joseph	5,408	4,310	12,032
Sioux City	7,355	6,245	11,369
Wichita	1,805	2,514	2,246
Philadelphia	1,541	1,760	1,305
Indianapolis	1,492	1,518	1,458
New York & Jersey City	6,854	7,158	6,198
Oklahoma City	4,530	6,052	4,653
Cincinnati	2,443	2,726	3,269
Denver	3,216	2,578	3,269
St. Paul	6,301	6,664	10,883
Milwaukee	1,944	2,778	4,993
Total	104,875	108,119	174,855

	HOGS.		Cor. week. 1934.
	Week ended July 6.	Prev. Week.	
Chicago	43,937	48,127	93,985
Kansas City	13,396	17,240	19,235
Omaha	11,729	13,453	32,081
East St. Louis	19,668	20,204	23,268
St. Joseph	6,812	10,164	28,739
Sioux City	9,703	12,031	20,263
Wichita	1,247	1,587	6,333
Philadelphia	8,114	8,308	11,467
Indianapolis	6,454	7,340	14,922
New York & Jersey City	20,245	24,357	25,230
Oklahoma City	1,640	2,565	6,315
Cincinnati	6,484	11,013	8,937
Denver	2,451	5,060	5,060
St. Paul	7,873	10,464	16,897
Milwaukee	3,966	7,821	5,531
Total	161,387	197,125	318,353

	SHEEP.		Cor. week. 1934.
	Week ended July 6.	Prev. Week.	
Chicago	40,209	36,857	38,174
Kansas City	12,065	17,977	18,352
Omaha	6,820	10,526	23,170
East St. Louis	17,387	18,137	14,326
St. Joseph	10,181	16,228	13,364
Sioux City	5,137	7,685	6,299
Wichita	983	3,618	2,251
Philadelphia	6,252	7,819	5,785
Indianapolis	1,863	2,531	3,977
New York & Jersey City	64,252	74,996	60,106
Oklahoma City	1,276	2,324	2,547
Cincinnati	7,415	11,485	7,517
Denver	5,774	1,929	1,929
St. Paul	7,473	8,551	3,834
Milwaukee	1,576	1,861	905
Total	188,837	232,569	202,616

RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended July 6, 1935:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended July 6	133,000	187,000	200,000
Previous week	145,000	221,000	271,000
1934	237,000	377,000	220,000
1933	135,000	408,000	224,000
1932	125,000	357,000	290,000
1931	160,000	443,000	252,000

	Cattle.	Hogs.	Sheep.
Hogs at 11 markets:			
Week ended July 6	159,000		
Previous week	185,000		
1934	329,000		
1933	391,000		
1932	294,000		
1931	393,000		

	Cattle.	Hogs.	Sheep.
At 7 markets:			
Week ended July 6	98,000	131,000	120,000
Previous week	101,000	156,000	136,000
1934	216,000	286,000	129,000
1933	106,000	366,000	120,000
1932	94,000	247,000	159,000
1931	132,000	347,000	178,000

U. S. INSPECTED HOG KILL

Inspected hog kill at 8 points during week ended Friday, July 5, 1935:

	Week ended July 5.	Prev. week.	Cor. week. 1934.
Chicago	54,939	69,671	106,823
Kansas City, Kans.	13,396	17,240	54,926
Omaha	12,339	14,576	34,289
St. Louis & East St. Louis	25,946	29,825	45,041
Sioux City	7,011	12,339	22,654
St. Joseph	5,267	10,619	33,807
St. Paul	11,545	12,974	24,190
N. Y., Newark and J. C.	20,287	24,132	26,492
Total	156,420	188,376	341,122

CANADIAN INSPECTED KILL

Inspected slaughter of live stock in Canada during May, 1935:

	May, 1935.	May, 1934.
Cattle	63,713	61,496
Calves	76,381	71,587
Hogs	244,893	266,541
Sheep	37,710	32,391

CANADIAN STORAGE STOCKS

Cold storage stocks of meats in Canada on June 1, 1935, with comparisons, are reported as follows:

	June 1, 1935.	May 1, 1935.	June 1, 1934.
Beef, lbs.	11,314,486	12,739,311	7,941,057
Veal, lbs.	1,833,963	1,944,372	1,471,894
Pork, lbs.	35,912,191	31,494,892	30,886,337
Mutton and lambs, lbs.	1,740,246	3,305,739	928,273

CANADIAN MEAT IMPORTS

Meat imports into Canada from the United States for May, 1935:

	May, 1935. lbs.	May, 1934. lbs.
Beef	3,371	916
Bacon and hams	3,278	1,818
Pork	84,114	137,650
Canned meats	704	482
Mutton and lambs	8,023	6,702
Lard	576	4,991
Lard compounds	7,748	2,669

CANADIAN EXPORTS TO U. S.

Exports of livestock and meats from Canada to the United States during May, 1935, were as follows:

	May, 1935.	May, 1934.
Cattle, No.	19,326	659
Calves, No.	1,427	40
Hogs, No.	54	975
Sheep, No.	1	38
Beef, lbs.	1,073,200	1,100
Bacon, lbs.	37,200	28,800
Pork, lbs.	315,800	23,500
Mutton and lamb	4,900	
Canned meats, lbs.	152	
Lard compounds, lbs.	60,800	200

PACIFIC COAST LIVESTOCK

Livestock receipts for five-day period ended July 6, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	4,360	1,403	605	6,053
San Francisco	925	150	550	1,100
Portland	2,275		1,600	5,500

DIRECTS.—Los Angeles: Cattle, 62 cars; hogs, 60 cars; sheep, 71 cars. San Francisco: Cattle, 400 head; hogs, 1,100 head; sheep, 2,700 head.

MOULDED PULP CONTAINERS

Jaques M. Cross has resigned as manager of the development department of Continental Can Company to become sales and development manager of Pulp Products Co., Inc., 60 East 42nd st., New York. This company will manufacture containers made of moulded pulp, which can be moulded into any shape and will bring to the packer advantages he has not heretofore enjoyed. Pulp Products Co. also contemplates manufacture of toys for distribution through chain stores, and offers its production facilities to concerns using premiums.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 6, 1935, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,027	2,315	1,240
Swift & Co.	3,011	720	4,865
Morris & Co.	1,943	...	363
Wilson & Co.	3,011	947	1,021
Anglo-Amer. Prov. Co.	783	...	...
G. H. Hammond Co.	2,201	780	...
Shippers	6,732	7,525	339
Others	5,478	11,138	1,607
Brennan Packing Co.	1,478	hogs; Hygrade	...
Food Products Corp., 1,829 hogs; Agar Pkg. Co., 3,336 hogs.	...	...	...
Total: 27,586 cattle; 5,423 calves; 29,958 hogs; 9,435 sheep.	...	...	...
Not including 907 cattle, 2,143 calves, 20,000 hogs and 31,173 sheep bought direct.	...	...	...

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,018	654	459	2,037
Cudahy Pkg. Co.	1,621	812	853	2,582
Morris & Co.	1,310	314	...	1,431
Swift & Co.	1,940	891	1,354	2,650
Wilson & Co.	1,580	730	853	3,337
Kornblum & Son.	736	...	...	...
Independent Pkg. Co. ....	...	...	77	...
Others	5,985	200	1,963	18
Total	13,170	3,610	5,359	12,065
Not including 5,202 hogs bought direct.	...	...	...	...

OMAHA.*

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,763	2,898	2,023	...
Cudahy Pkg. Co.	3,231	2,301	3,071	...
Dold Pkg. Co.	504	2,186	...	...
Morris & Co.	853	455	573	...
Swift & Co.	3,132	2,087	1,159	...
Others	4,046	...	...	...
Eagle Pkg. Co., 8 cattle; Geo. Hoffman Pkg. Co., 50 cattle; Grt. Omaha Pkg. Co., 41 cattle; Lewis Pkg. Co., 276 cattle; Omaha Pkg. Co., 80 cattle; J. Roth & Sons, 47 cattle; So. Omaha Pkg. Co., 52 cattle; Lincoln Pkg. Co., 117 cattle. Wilson & Co., 100 cattle.	...	...	...	...
Total: 11,234 cattle; 19,283 hogs; 6,826 sheep.	...	...	...	...

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,913	1,081	1,878	9,401
Swift & Co.	3,263	2,937	2,273	8,502
Morris & Co.	1,027	714	259	...
Hunter Pkg. Co.	966	...	869	610
Hell Pkg. Co. ....	...	...	1,376	...
Krey Pkg. Co. ....	...	...	1,326	...
Laclede Pkg. Co. ....	...	...	717	...
Total	7,189	4,732	8,788	16,813
Not including 1,926 cattle, 2,920 calves, 12,480 hogs and 8,275 sheep bought direct.	...	...	...	...

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,713	735	3,367	10,640
Armour and Co.	1,963	634	4,445	5,541
Others	657	24	1,470	...
Total	4,333	1,393	8,282	16,181
No livestock bought direct.	...	...	...	...

SIOUX CITY.*

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,382	152	3,742	1,037
Armour and Co.	2,347	112	3,822	1,059
Swift & Co.	2,062	137	2,228	992
Shippers	1,951	9	2,312	136
Others	145	18	1	...
Total	8,887	423	12,105	3,224

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,514	543	502	702
Wilson & Co.	1,368	621	512	874
Others	246	28	317	...
Total	3,338	1,192	1,331	1,276
Not including 210 cattle and 318 hogs bought direct.	...	...	...	...

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son. ....	...	...	...	315
Ideal Pkg. Co.	9	...	441	...
E. Kahn's Sons Co.	725	542	2,917	7,573
Kroger G. & B. Co. ....	...	...	154	...
Lohrey Pkg. Co.	2	...	1,382	...
H. H. Meyer Pkg. Co.	18	...	...	...
A. Sander Pkg. Co. ....	...	...	...	105
J. Schlachter's Son.	174	359	1,893	...
J. & F. Schroth Pkg. Co.	21	103	...	13
J. P. Stegner & Co.	176	408	1,481	6,337
Shippers	237	107	130	722
Others	1,166	775	...	...
Total	2,528	2,249	8,308	15,365
Not including 227 cattle, 205 calves and 1,063 hogs bought direct.	...	...	...	...

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	721	376	495	929
Jacob Dold Pkg. Co.	335	90	356	64
Wichita D. B. Co.	17	...	...	...
Dunn-Ostertag	117	...	...	...
F. W. Dold & Sons	83	...	207	...
Sundowner Pkg. Co.	57	...	73	...
Wichita Pkg. Co. ....	...	...	...	...
Total	1,330	475	1,131	983
Not including 116 hogs bought direct.	...	...	...	...

MILWAUKEE.**

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,179	3,398	3,927	1,309
U.D.B. Co., N.Y.	36	...	...	...
R. Gantz & Co.	47	...	...	11
Armour & Co., Mil.	461	1,648	...	...
N.Y.B.D.M. Co.	40	...	...	...
Shippers	87	28	42	47
Others	374	594	...	180
Total	2,334	5,673	3,969	1,607

ST. PAUL.*

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,582	2,286	2,965	3,365
Cudahy Pkg. Co.	467	962	...	4,110
Swift & Co.	2,643	3,569	4,878	...
United Pkg. Co.	1,909	245	...	...
Others	772	16	1,100	3,699
Total	7,073	6,778	8,973	11,174

INDIANAPOLIS.**

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,491	611	4,587	1,857
Armour and Co.	732	430	1,796	...
Hilgemeyer Bros.	5	...	579	...
Stumpf Bros. ....	...	...	52	...
Schussler Pkg. Co.	23	...	146	...
Indiana Prov. Co.	22	...	47	...
Meler Pkg. Co.	60	7	107	...
Maass Hartman Co.	47	10	...	...
Art Wabnitz	10	51	...	35
Shippers	1,554	1,697	11,417	1,940
Others	595	140	102	251
Total	4,554	2,973	18,833	4,083

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended July 6, 1935, with comparisons:

CATTLE.

	Week ended July 6.	Prev. week.	Cor. 1934.
Chicago	27,586	25,785	47,147
Kansas City	13,170	12,743	29,327
Omaha	11,234	11,326	20,603
East St. Louis	7,189	10,131	12,263
St. Joseph	4,333	3,407	10,376
St. Paul	8,887	8,626	10,167
Sioux City	3,338	3,844	5,878
Wichita	1,330	1,832	1,635
Denver	2,527	2,624	2,624
St. Paul	7,073	8,201	11,811
Milwaukee	2,334	3,042	5,640
Indianapolis	4,554	5,280	4,855
Cincinnati	2,528	2,722	2,996
Total	93,456	108,696	163,922

HOGS.

	Week ended July 6.	Prev. week.	Cor. 1934.
Chicago	29,958	36,244	61,201
Kansas City	5,359	6,872	19,285
Omaha	19,283	20,319	47,313
East St. Louis	8,788	30,073	38,712
St. Joseph	8,282	11,588	29,294
St. Paul	12,105	13,439	28,587
Sioux City	1,331	2,453	3,796
Wichita	1,311	1,376	3,199
Denver	2,519	4,877	4,877
St. Paul	8,973	11,445	20,789
Milwaukee	3,969	5,128	5,564
Indianapolis	18,833	22,454	28,103
Cincinnati	5,308	12,694	11,445
Total	126,320	176,622	300,046

SHEEP.

	Week ended July 6.	Prev. week.	Cor. 1934.
Chicago	9,435	9,620	17,515
Kansas City	12,065	17,977	12,945
Omaha	6,826	8,024	10,565
East St. Louis	16,813	22,852	15,548
St. Joseph	16,181	16,377	17,546
St. Paul	3,224	7,312	1,724
Sioux City	1,276	2,324	1,137
Wichita	983	3,618	992
Denver	57,377	49,136	49,136
St. Paul	11,174	8,978	5,917
Milwaukee	1,607	1,878	786
Indianapolis	4,083	6,004	4,144
Cincinnati	13,365	20,155	10,237
Total	97,032	182,491	147,062

*Directs included in these figures.

**Some directs not included in these figures.

JUNE BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for June, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	13,206	28,324	13,289	49,223
Shipments	4,961	22,381	5,851	32,452
Local slaughter	7,809	5,554	7,063	14,290

CHICAGO LIVESTOCK

RECEIPTS.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 1.	10,370	2,277	16,032	13,485
Tues., July 2.	6,922	2,337	12,054	3,629
Wed., July 3.	6,467	1,003	9,935	9,221
Thurs., July 4.	Holiday.	...	...	...
Fri., July 5.	4,327	1,471	9,433	12,391
Sat., July 6.	300	200	2,500	500

	Cattle.	Calves.	Hogs.	Sheep.
Total this week.	28,386	7,888	49,954	39,226
Previous week.	28,519	9,385	61,044	38,805
*Year ago.	53,134	20,936	99,857	41,773
Two years ago.	34,259	6,357	129,596	41,115

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 1.	2,535	80	2,242	...
Tues., July 2.	1,683	40	1,552	2
Wed., July 3.	1,742	81	1,849	311
Thurs., July 4.	Holiday.	...	...	...
Fri., July 5.	571	3	1,550	5
Sat., July 6.	100	...	100	...

	Cattle.	Calves.	Hogs.	Sheep.
Total this week.	6,631	204	7,293	318
Previous week.	8,473	887	8,604	428
*Year ago.	13,019	383	9,421	3,758
Two years ago.	12,811	201	12,221	309

*Including government owned cattle and calves. Total receipts for month and year to July 6, with comparisons:

	July 1935.	1934.	1935.	1934.
Cattle	28,386	50,225	798,041	1,214,420
Calves	7,888	19,910	222,600	322,509
Hogs	49,954	90,523	1,723,451	3,620,230
Sheep	39,228	35,799	1,520,968	1,404,707

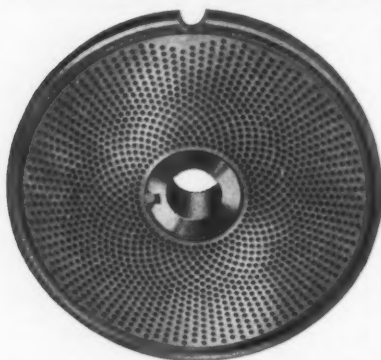
WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended July 6.	\$10.20	\$8.90	\$2.50	\$8.75
Previous week.	9.95	9.00	2.50	8.85
1934.	7.40	4.55	1.50	7.75
1933.	5.65	4.45	2.15	7.20
1932.	7.80	4.90	1.50	6.40
1931.	7.50	6.35	2.15	7.00
1930.	10.15	8.95	2.60	10.35

Av. 1930-1934. \$ 7.70 \$ 5.85 \$ 2.00 \$ 7.75

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended July 6.....	21,755	42,661	38,808
Previous week	20,338	52,933	38,747
1934	41,925	92,977	36,452
1933	21,700	117,300	40,400
1932	19,350	69,010	28,550
1931	27,864	80,609	45,467
1930	24,805	96,786	47,258



Save Re-Grinding Expense—C. D. TRIUMPH Reversible Plates Need No Grinding for 5 Years!

A plate for your meat grinder guaranteed for ten years! No re-grinding or sharpening expense for five years!

The Triumph C-D Reversible Plate is a plate in a class of its own. Do not class the Triumph plate with any other so-called hard steel or ever lasting plate. Triumph plates are superior. Triumph plates are guaranteed to outlast four plates of any other make or style, foreign or domestic. It

has the patented C-D future, it is reversible—can be used on both sides—has a reversible bushing that cannot possibly come loose. Triumph plates are made for all sizes and makes or styles of grinders.

Do away with sending plates and knives to be ground. Do away with unsatisfactory and expensive renting of plates and knives. Use O. K. knives or C-D cut-more with changeable blades and C-D Triumph Angle Reversible plates. The first cost is the only cost for several years to come!

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The Man Who Knows

It Means Much— the word NEVERFAIL

Jaded taste responds to NEVERFAIL when used to cure and spice meat products. The public may not know this Perfect Cure by name, but recognizes its superiority through repeated orders, enlarging business and increasing profits.

The best is none too good for your trade—the most economical in the long run. If you don't know NEVERFAIL (reg. U. S. and Can. Pat. Off.), drop us a line for complete details—the result of years of experimentation.

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.

Beware of products bearing similar name—only H. J. MAYER makes the genuine H. J. MAYER products listed.

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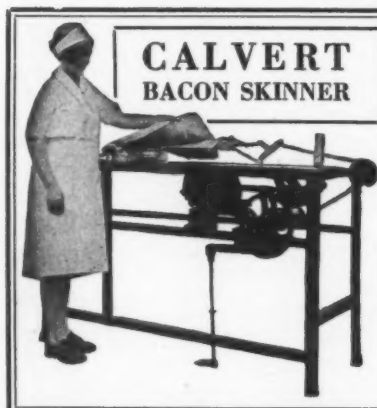
Your needs are filled *immediately* because our system of controlled inventories insures ample stocks at all times. And you *save money* because our central location assures low freight rates.

Concrete reasons for buying all your stockinettes from the stockinette LEADER!

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State 1637
222 West Adams St.
Chicago, Ill.
Selling Agent

THE ADLER COMPANY
CINCINNATI

The World's Largest Knitters of Stockinette Fabrics



CALVERT BACON SKINNER

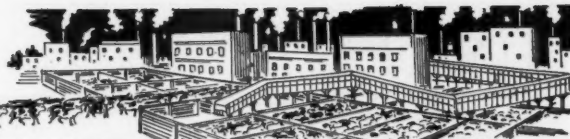
HERE'S PROOF OF SAVINGS MADE!

The figures at the right are the result of actual tests made in a representative small plant. One girl with a CALVERT Bacon Skinner worked in competition with five good butchers. In four days, she more than equalled the entire weekly production of the five men, besides producing a far superior product, with less waste fat. If you slice 500 lbs. of bacon per week you need this machine to cut costs. Write!

DATA	
Salaries of 5 butchers (\$30 each)	\$150.00
Salary of girl (Four days)	\$12.00
Interest and depreciation on machine .....	.50
	12.50
WEEKLY SAVING	\$137.50
Savings alone pay for machine in less than three weeks!	

THE CALVERT MACHINE CO. 1606-08 Thames St. Baltimore, Md.

Up and down the



MEAT TRAIL

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, July 16, 1910.)

Packers' hog purchases at Chicago for the week ended July 9, 1910, totalled 51,600 head. Hogs averaged \$9.10 per cwt., and weight averaged 244 lbs.

Demand for oleomargarine was heavy, due to high butter prices, Chicago district production for June having been 5,133,969 lbs.

A \$200,000 fire at the Chicago stock yards caused Chicago insurance underwriters to consider advancing insurance rates. (There was a several million dollar fire in 1934.)

Packingtown assessed valuation for 1910 was reported as \$9,891,676.

Baldwin Packing Co. opened a new plant at Paris, Ky.

Henry Lohrey Co. incorporated at Pittsburgh, Pa., by H. Lohrey, C. H. Lohrey and others.

Plans for new packing plant of McSweeney Packing Co., Sweetwater, Tex., were completed by C. B. Comstock, New York architect.

Swift employees at New York held their annual outing, with Messrs. W. H. Noyes, G. J. Edwards, T. C. Sullivan, A. C. Dean, F. B. Cooper and Allen McKenzie as special guests. A. C. Dean (now general manager for Swift in London) umpired the ball game.

Electric-driven sausage machinery was something of a novelty, and Chas. Haehnle, of the Haehnle Provision Co., Covington, Ky., was proud of his new direct-connected set-up provided by the Cincinnati Butchers' Supply Co. "Not a line shaft or belt in the sausage room" was his boast.

CHICAGO NEWS OF TODAY

Chicago hog packing for the season from February 23 to July 6 totaled 1,203,000 head, compared to 2,345,000 head in the same period of 1934.

Purchases of livestock at Chicago by principal packers for the first four days of this week total 26,662 cattle, 6,490 calves, 28,004 hogs and 17,847 sheep.

Provision shipments from Chicago for the week ended July 6, 1935:

	Week July 6	Previous Week	Same Week '34
Cured Meats, lbs.	14,725,000	15,109,000	20,581,000
Fresh Meats, lbs.	25,792,000	31,063,000	37,360,000
Lard, lbs.	2,886,000	2,860,000	3,025,000

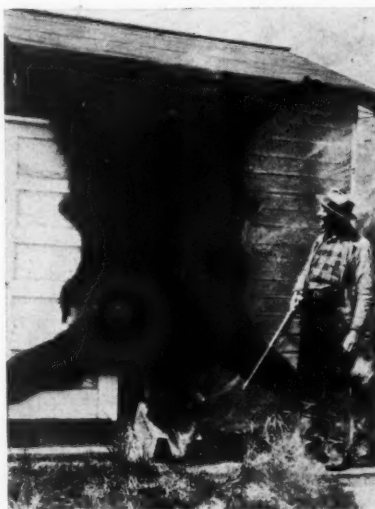
Louis B. Dorr, vice-president, Jacob Dold Packing Co., Buffalo, N. Y., was a Chicago visitor this week. Other visitors to Chicago were R. A. Rath, secretary, Rath Packing Co., Waterloo, Ia., and Frank A. Kohrs, president, Kohrs Packing Co., Davenport, Ia.

The Wilson & Co. 6-hitch Clydesdale team is participating in the Coronado Island horse show next week, after winning four blue ribbons at various shows in Southern California, including the World's Fair at San Diego. Frank Housley will take his charges to Los Angeles for another fair, and return them to Chicago for the International Show in December.

Stanley Hess, of Hess-Stephenson Co., packinghouse brokers, left this week with Mrs. Hess for a vacation in Canada, going to the country well north of the Lake of the Woods region.

John Holmes, vice-president, Swift & Company, left this week for a vacation trip to Canada and Alaska.

Jack Taylor of E. G. James Co., brokers, is reported to be having great success with the pike in the North Woods. No lengths or weights have been reported as yet.



MOST PRIZED TROPHY.

It is said the highest ambition of the sportsman is to shoot a Kodiak bear. Here is A. C. Schueren, president, Vaughan Company, Chicago, with one of the prizes of his recent Alaskan trip, 9 ft. 6 in. from tip to tip, and weighing 1,100 lbs. He also shot a 10-footer, not to mention other trophies of the gun and rod bagged by both Mr. and Mrs. Schueren.

The two games played by each team in the Packers' Softball league this week left three teams in a tie for the lead and three in a tie for sixth place. Tuesday's results were: Drovers 22, Manaster 18; U. S. Cold Storage 12, Hammond 7; Miller & Hart 16, Armour 14; Swift 16, Reliable 6; Omaha 18, Wilson 15. Results of Wednesday's games: Wilson 11, U. S. Cold Storage 10; Hammond 19, Manaster 5; Miller & Hart 5, Omaha 3; Swift 27, Drovers 4; Reliable 26, Armour 18. League standings to date are:

	W.	L.	Pct.
Wilson	5	1	.833
Miller & Hart.....	5	1	.833
Swift	5	1	.833
Reliable	4	2	.666
Omaha	3	3	.500
Armour	2	4	.333
Drovers	2	4	.333
Hammond	2	4	.333
Manaster	1	5	.167
U. S. Cold Storage.....	1	5	.167

NEW YORK NEWS NOTES

Visitors to New York last week included vice president W. J. Cawley and H. E. Welhener, canned foods department, Wilson & Co., Chicago, and F. D. Lee, beef department, Swift & Company, Chicago.

A. Goldslager, smoked meats department, Wilson & Co., New York, is vacationing in Detroit, while Miss Quindred Miller, secretary to H. L. Skellinger, general manager, Wilson & Co., is on her way to Nebraska to visit her parents.

H. H. McKee, superintendent, Swift & Company, Chicago, visited at the plant of the United Dressed Beef Company, New York, before sailing on the s.s. Berengaria, on July 5 for a four months trip abroad.

G. A. Handley, eastern district manager, Cudahy Packing Co., New York, is enjoying a well-earned rest somewhere in upper New York state.

F. J. Fabish, assistant to H. C. Baumgardner, manager, Swift & Company, Produce Exchange office, New York, has been transferred to the home office at Chicago.

R. B. Neff and K. D. Fogg, beef department, Swift & Company, central office, New York, are spending a little time in Chicago. J. A. Robinson, manager, Swift & Company, Gansevoort-Barclay market, is vacationing at Madison, Conn.; G. H. Stillman, branch

UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY

City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallows

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
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Selected Beef and Sheep Casings
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The Oven for a Life Time Service at Low Cost



It is used by large and small packing plants. It will 'bake' meat loaves, hams, etc., with minimum shrinkage. It will give your products uniform rich color and flavor.

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F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**PROVISION
BROKER**

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

A cooked Ham of unequalled quality
imported from Poland. Packed in
vacuum tins. Six tins to a
case, approximately 10
lbs. per tin.

Competitive
Prices

Warehouses—
Chicago and
New York.

Polka Ham
with natural juices

"Not
just a ham but
a selected delicacy."

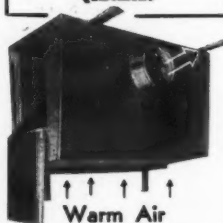
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Made in Four Sizes
to Meet Your Re-
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Warm Air

The Modern
**COMMERCIAL BODY
COOLING UNIT**

Used by Leading Packers
for Route Deliveries

Now in Third Year

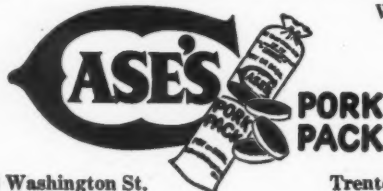
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WAGON WORKS, INC.**
INSULATED—REFRIGERATED
COMMERCIAL BODIES
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A PROFITABLE ITEM

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to your
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Packers in the East have enjoyed *large profits* from this item for many years.
DISTRIBUTORS WANTED in all
states except N. J., N. Y., and Penna.

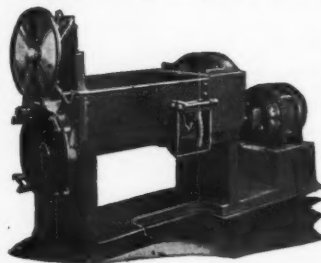
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For better
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KUTMIXER.

THE HOTTMANN MACHINE COMPANY
3325 ALLEN ST. PHILADELPHIA, PA.

house sales department, is in Rhode Island; L. J. Cavanagh, transportation department, is motoring throughout New York state. A. W. Johnson, office manager, has just returned from Kansas City, where he spent his vacation.

Meat and fish seized and destroyed by the health department of the city of New York during the week ended July 6, 1935, were as follows: Meat—Brooklyn, 115 lbs.; Manhattan, 523 lbs.; Bronx, 1 lb.; Queens, 11 lbs. Total, 650 lbs. Fish—Brooklyn, 10 lbs.; Manhattan, 6 lbs. Total, 16 lbs.

COUNTRYWIDE NEWS NOTES

Braun Bros. Packing Co., Troy, O., are building a brick addition to their plant for office purposes. They also recently installed a two-unit Jourdan process cooker for sausage.

Miami Valley Provision Co., Dayton, O., had a smokehouse fire on July 2 which did some damage to the roof, but was quickly repaired, and operations are now proceeding as usual.

Ray M. Kinsey, Tiffin, O., who formerly ran a packing plant to supply his chain of retail shops, has disposed of all but one shop in order to devote his entire time to meat packing. He will be going full blast about September 1. The business will be known as the Tiffin Provision Co.

Sandusky Packing Co., Sandusky, O., is planning a building project which will include a new beef cooler and a covered loading dock which will also be used as a garage.

Zehner Packing Co., of Bellevue, O., has installed a 40-ton motorized Frick ice machine housed in a fireproof addition. The trend in this plant is to attempt to substitute electricity for steam wherever possible.

Donelson Bros., Carey, O., are building a small plant for a general packing business. They formerly only killed during the winter, but are now getting set for a real all-year-round business.

New overhead tracking and slaughtering machinery is now being installed in the recently-constructed addition to the plant of Hansen & Murchardt, North Bergen, N. J. This work is being done by the New York Tram Rail Co., Roy Magnuson, president.

Hugh Robinson has been appointed general manager of the Pittsburgh Provision & Packing Co., Pittsburgh, Pa., succeeding J. J. McAleese, deceased. Mr. Robinson entered Armour and Company in 1924 as a beef salesman for the New York Butchers' Dressed Meat Co., after 25 years of varied packinghouse experience. In 1933 he was transferred to the Pittsburgh Provision & Packing Co. as head of the beef division, with special supervision over purchase of beef and small stock, which position he held until his recent appointment.



STILL BUYING AT 75.

Simon Loewenstein, founder of S. Loewenstein & Son, Detroit packers, celebrated his 75th birthday at his favorite pursuit—buying livestock—as well as keeping open house for his friends. He is known as the "old timer" of the Detroit yards, and doesn't hesitate to take to the air on outside buying trips.

Promotion of Udell C. Young as manager of manufacturing and transportation of General Foods Corporation is announced by C. M. Chester, president. Mr. Young, who previously managed General Foods' Eastern plants, takes over former duties of vice president Austin S. Igleheart, who is transferred to direct the company's sales and merchandising activities. Mr. Young will direct production activities of 36

General Foods plants, which manufacture 80 different food products.

GARNISHEE LAW RULED OUT

The Indiana supreme court has held the Indiana garnishee law unconstitutional, and some trade leaders are glad of it. Not that the law ever aided business in collecting its own bills to any extent, but it did succeed in complicating paper work and causing an increase in office overhead that at times was bothersome.

According to some business men the law got so it was being used by establishments selling on deferred payments to collect their bills. Instead of repossessing the article that had been purchased on contract, which would have put the cost on the business making the sale, many of these houses would instigate garnishment proceedings, making the company employing the debtor a co-defendant and collecting 10 per cent of the debtor's wages through the company. In this way merchandise did not have to be repossessed, the employee had to pay 10 per cent without ever seeing it, and the costs were charged to him also.

The Indiana court held the law violated the Indiana constitution as well as the fourteenth amendment to the federal constitution, relating to confiscation of property without due process of law.

An effort to enact a new garnishee law in the legislature which just closed was defeated decisively. The original act was passed ten years ago, and the lower courts had ruled both ways.



THE LATEST "BEST SELLER."

In these days of searching for new products Hygrade Food Products Corp. has hit on a winner with its specially-processed "West Virginia ham." This smoked ham is cooked in its own juices by a patented process and sold to the dealer ready to serve, needing no parboiling and with no shrinkage worries for the processor. Special window and counter displays and recipe booklets are provided the dealer. In many territories this new product has made such a hit that it is ordered in carload lots.



For the Retail Meat Dealer



Laying Out THE RETAIL MARKET

RETAIL MEAT DEALERS can save money and more adequately serve their customers by arranging their stores for systematic handling of purchases, including cash purchases, package wrapping, taking telephone orders, and handling credit and delivery customers. This is especially true of the meat store doing a fair amount of volume, although it may also be applied to the smaller store.

The meat department of F. C. Nash and Co., Pasadena, Cal., is an example of logical and efficient arrangement. Labor time is saved, customers are handled more swiftly—which they appreciate—and work in the store is specialized so that order-taking, wrapping and money-handling are taken care of by less-highly-paid girl help instead of by the meat cutters.

Another feature of this market is complete segregation of fish and poultry departments from the meats. This has resulted in increased sales of fish and poultry, and is reported to have had some bearing on the volume of sales of meat products.

Fish Isolated From Meat

The accompanying sketch shows arrangement of the departments. It demonstrates isolation of the fish and poultry section and its convenience to the meat section. Because the section is separated in this manner from meats, and is manned by a separate crew, it is possible to present a more pretentious display of fish and poultry than is found

● How Store is Planned to Save Labor Cost and Best Serve Customers

in the average meat market, with the result that the merchandise is more appealing.

Likewise, there is no possibility of the meats absorbing any of the fish odors. Furthermore, since the butchers never handle fish, fish odors are not transferred from their hands to any of the meats they are cutting for their customers. One man handles the fish and poultry much of the time, but extra help is required on Saturdays, and sometimes during the rush hours of the day.

How Customers Are Served

Arrangements for handling customers' purchases, their cash and their deliveries are worthy of special mention.

Wrapping.—A belt conveyor runs along the front of the cooler for about 35 feet, then makes a dip down a slide to a height equal to that of a table designated as "Wrapping." The clerks never wrap purchases made by their customers. They simply place the meats in shallow tin trays, comparable to cake pans, 12 in. long and 8 in. wide, and place the pans on the conveyor, which carries them to the girls who do the wrapping.

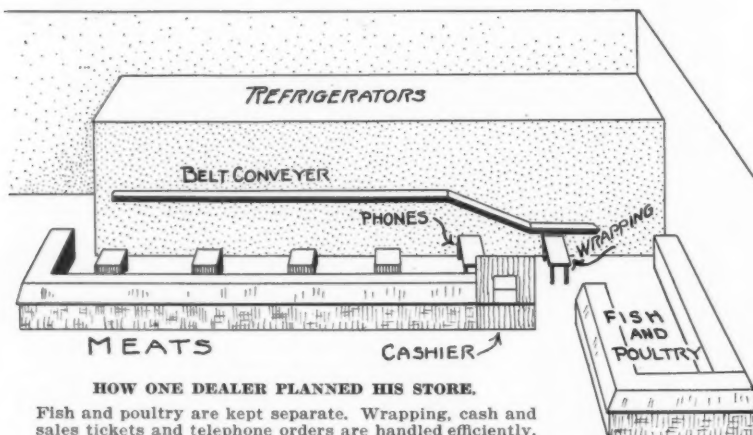
Cash Tickets.—Cash register slips are

in two sections. One section is placed with the purchase and goes with it to the wrapping counter and serves as an identification tag. The other section is given to the customer and serves as a claim check. The customer goes to the cashier's desk and presents her claim check. As soon as she has paid for the goods the package is handed to her.

Telephone Orders.—When a telephone order is taken and must be delivered, a sales ticket is made out in duplicate and comes with the meat to the wrapping counter. After it is wrapped and the credit verified, it is dropped down a chute below the table to the delivery department in the basement.

The sketch also shows a table designated as "Phones." This is where telephone girls take the orders and distribute them to the meat cutters. Two or three girls handle the phones, wrap the packages and handle the money most of the time. On rush days four or five girls are sometimes needed.

By such arrangements the meat clerks can devote all their time to cutting meat and serving customers, leaving wrapping and the handling of cash to less expensive help. Cash and credit are also concentrated at a single point and responsibility for money is not scattered among several persons.



HOW ONE DEALER PLANNED HIS STORE.

Fish and poultry are kept separate. Wrapping, cash and sales tickets and telephone orders are handled efficiently.

COLLECTING SALES TAX

A leak in the retail meat dealer's profits which may swell to alarming proportions can also be stopped at any time. This leak is the retail sales tax, some form of which is now found in a large number of states.

This tax is usually only one or two cents per dollar of sales. Some states forbid its absorption. Most retailers attempt its collection but constant vigilance is necessary if all the sales force is to remember and apply it. Intentional "forgetting" to collect the tax from certain customers or unintentional carelessness may prove costly at the end of the month when tax returns are made.



For instance, if \$10 in sales per day go out of the store untaxed, the retailer will have to pay from \$2.50 to \$5.00 per month in taxes for which he has not collected. This is a needless addition to the cost of doing business and may be eliminated if everyone making sales is sure to collect the tax.

RETAILERS ANNUAL MEETING

Plans are nearing completion to make the golden anniversary convention of the National Association of Retail Meat Dealers, to be held in Los Angeles, Cal., from August 4 to 10, a valuable and enjoyable meeting, according to Fred Berg, secretary of the Los Angeles local.

A model super-market is to be a feature of the meat and food show, which will be staged in the ballroom of the Biltmore Hotel, convention headquarters. Among those who will participate in the show are Swift & Company, Cudahy Packing Co., Wilson & Co., Morrell & Co., National Cash Register, Union Ice Co., and others.

A program of entertainment has been arranged for retailers attending the convention which will include sight-seeing expeditions to points of scenic interest. The convention and meat show are being thrown open to all meat, grocery, delicatessen, fish and poultry dealers of the nation. Many local groups are joining together and intend to attend in a body.

It is reported that some national control for the industry, to take the place of the short-lived NRA code, may be discussed at the meeting.

NEWS OF THE RETAILERS

Paul Felciai has sold his interest in Palace Meat Market, Fort Dodge, Ia., to W. Partello.

Roy Winston has sold his meat business in Lewiston, Mont., to W. E. Kenny.

New entrants in the meat business in Milwaukee, Wis., are Walter Dallman, 1557 N. 12th st., and I. Becker at 4921 W. Center st.

Harlan Meat Co. has engaged in business at 6003 Olympic blvd., Los Angeles, Cal., under management of Fred L. Keiling.

W. F. Finch and Blaine Claude will open a meat and grocery store in Radcliffe, Ia.

Sundien & Link have established a meat market at 3400 S. Main st., Los Angeles, Cal.

A new entrant in the meat business in Port Angeles, Wash., is James W. Warren who has opened a store on corner of 8th and Peabody sts.

Frank J. Pilney has let contracts for erection of an addition to his meat market at 1032 W. 7th st., St. Paul, Minn.

Kosher Market, 2505 S. W. 1st ave.,

Portland, Ore., is now under ownership of Morris Berlind, Sam Jacobson and B. Schoolnik.

Edward Triber, meat dealer of Fir, Wash., died recently.

Betts Model market has engaged in the meat and grocery business in Redondo, Wash.

E. M. Reed has started a meat store at 3660 S. Main st., Los Angeles, Cal.

People's Meat Market, Barnesboro, Pa., has been moved into new and modern quarters.

T. A. Fayant of State Center, Ia., has sold his meat store to J. M. Hokel.

New entrants in the meat business in Wisconsin Dells, Wis., are Ingebret Soma and Fred Zinke who have purchased the Stomner store.

Independent Market has been incorporated in Prineville, Ore., with a capital of \$5,000.

Chug Saug has been granted a license to engage in the meat business at 209-11 Bellevue ave., Los Angeles, Cal.

W. A. Brown has opened a meat market in connection with Brooke's Grocery in Port Angeles, Wash.

RETAIL MEAT PRICES DECLINE

Retail meat prices moved downward with the general decline in prices of other foods during the two weeks ended June 18, according to U. S. Department of Labor reports. The reversal in the trend of meat prices, which had been slowly rising, showed an average decrease of five-tenths of 1 per cent from June 4. Prices of all foods were 1.7 per cent below the year's high on April 23. Bacon, the only meat to increase in price, was 1.3 per cent higher.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 11, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS:				
(1) (300-500 lbs.) choice.....	\$16.50@17.50	.....	\$17.50@18.50	.....
Good	14.50@16.50	.....	15.00@17.50	.....
Medium	12.00@14.50	.....	12.00@14.50	.....
Common	10.50@12.00	.....	10.00@12.00	.....
STEERS:				
(500-600 lbs.) choice.....	16.50@18.00	.....	17.50@18.50	17.00@18.50
Good	14.50@16.50	.....	15.00@17.50	16.00@17.00
Medium	12.50@14.50	.....	12.00@14.50	14.00@15.00
Common	10.50@12.50	.....	10.00@12.00	11.00@13.00
STEERS:				
(600-700 lbs.) choice.....	17.00@18.00	.....	18.00@19.00	17.00@18.50
Good	15.00@17.00	.....	15.50@18.00	16.00@17.00
Medium	13.00@15.00	14.00@16.00	12.00@15.00	14.00@15.00
STEERS:				
(700 lbs. up) choice.....	17.00@18.00	18.00@19.00	18.00@19.00	17.00@18.50
Good	15.00@17.00	15.50@18.00	15.50@18.00	16.00@17.00
COWS:				
Good	12.00@13.00	12.50@13.50	12.50@13.00	12.50@13.50
Medium	10.00@12.00	11.50@12.50	11.00@12.50	11.00@12.00
Common	9.00@10.00	10.50@11.50	10.00@11.00	10.00@11.00
Fresh Veal:				
VEAL:				
(2) choice	13.00@14.00	15.00@16.00	14.50@15.50	.....
Good	12.00@13.00	14.00@15.00	13.00@14.50	13.00@14.00
Medium	11.00@12.00	12.50@14.00	11.50@13.00	11.50@13.00
Common	10.00@11.00	11.00@12.50	10.50@11.50	10.00@11.50
Fresh Lamb and Mutton:				
LAMB: (38 lbs. down)				
Choice	16.00@17.00	17.00@18.00	16.50@17.50	17.00@18.00
Good	15.00@16.00	16.00@17.00	16.00@16.50	16.00@17.00
Medium	14.00@15.00	15.00@16.00	14.50@16.00	15.00@16.00
Common	13.00@14.00	13.50@15.00	13.50@14.50	13.00@15.00
LAMB: (39-45 lbs.)				
Choice	16.00@17.00	16.50@17.50	16.50@17.50	17.00@18.00
Good	15.00@16.00	15.50@16.50	15.50@16.50	16.00@17.00
Medium	14.00@15.00	14.50@15.50	14.50@15.50	15.00@16.00
Common	13.00@14.00	13.00@14.50	13.50@14.50	13.00@15.00
LAMB: (46-55 lbs.)				
Choice	15.00@16.50	15.50@16.50	15.50@16.50	15.00@16.00
Good	15.00@16.00	15.00@16.00	15.00@15.50	14.00@15.00
YEARLING:				
(40-55 lbs.) choice	14.00@15.00	14.50@15.00	14.50@15.50	14.50@15.00
Good	13.00@14.00	13.50@14.50	13.50@14.50	14.00@14.50
Medium	12.00@13.00	12.50@13.50	12.50@13.50	13.00@14.00
MUTTON:				
(Ewe) (70 lbs. down) good.....	9.00@10.00	9.00@10.00	9.00@10.00	.....
Medium	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00	.....
Common	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00	.....
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	24.50@26.00	25.50@26.50	25.00@26.00	25.00@26.00
10-12 lbs. avg.....	23.50@25.50	25.50@26.50	24.00@25.00	24.00@25.00
12-15 lbs. avg.....	21.00@23.50	24.50@25.50	22.00@24.00	22.00@24.00
16-22 lbs. avg.....	17.00@18.50	21.50@23.50	19.00@21.00	19.00@21.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	17.50@18.50	.....	18.00@19.00	17.50@18.50
PICNICS:				
6-8 lbs. avg.....	.....	17.00@18.00	.....	.....
BUTTS: Boston Style:				
4-8 lbs. avg.....	22.00@24.00	.....	22.00@23.00	22.00@23.00
(1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.				
(3) Includes sides at Boston and Philadelphia.				

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.		Cor. week,	
Week ended July 10, 1935.		1934.	
Prime native steers—			
400-600	18 1/4 @ 19 1/4	12 1/4 @ 13 1/4	
600-800	18 1/2 @ 19 1/2	12 1/2 @ 13 1/2	
800-1000	18 3/4 @ 19 3/4	14 @ 14 1/2	
Good native steers—			
400-600	16 1/2 @ 17 1/2	10 1/2 @ 11 1/2	
600-800	16 1/2 @ 17 1/2	11 1/4 @ 12 1/4	
800-1000	17 @ 18	13 @ 13 1/2	
Medium steers—			
400-600	15 @ 16	10 1/4 @ 11	
600-800	16 @ 16 1/2	10 1/2 @ 11 1/2	
800-1000	16 1/2 @ 17	12 @ 12 1/2	
Heifers, good, 400-600	15 @ 16 1/2	11 @ 12	
Cows, 400-600	10 @ 13	6 1/2 @ 9	
Hind quarters, choice	23	16 1/2	
Fore quarters, choice	15	11	

Beef Cuts.

Steer loins, prime.....	unquoted	unquoted
Steer loins, No. 1.....	36	33
Steer loins, No. 2.....	31	30
Steer short loins, prime.....	unquoted	unquoted
Steer short loins, No. 1.....	50	46
Steer short loins, No. 2.....	41	41
Steer loin ends, (hips).....	23	20
Steer loin ends, No. 2.....	22	19
Cow loins.....	20	16
Cow short loins.....	28	20
Cow loin ends, (hips).....	13	12
Steer ribs, prime.....	unquoted	unquoted
Steer ribs, No. 1.....	24	21
Steer ribs, No. 2.....	23	19
Cow ribs, No. 1.....	16	11
Cow ribs, No. 2.....	11	10
Steer rounds, prime.....	unquoted	unquoted
Steer rounds, No. 1.....	16 1/2	14
Steer rounds, No. 2.....	16	13 1/2
Steer chucks, prime.....	unquoted	unquoted
Steer chucks, No. 1.....	14 1/2	10
Steer chucks, No. 2.....	14	9 1/2
Cow rounds.....	13 1/2	9 1/2
Cow chucks.....	11	6 1/2
Steer plates.....	12 1/2	6 1/2
Medium plates.....	12	6
Briquets, No. 1.....	10 1/2	6
Steer navel ends.....	10 1/2	5
Cow navel ends.....	8 1/2	3
Fore shanks.....	9	5
Hind shanks.....	6	4
Strip loins, No. 1, bbls.....	65	60
Strip loins, No. 2.....	58	52
Sirloin butts, No. 1.....	22	18
Sirloin butts, No. 2.....	22	18
Beef tenderloins, No. 1.....	75	60
Beef tenderloins, No. 2.....	55	50
Rump butts.....	18	15
Flank steaks.....	22	18
Shoulder clods.....	13	8 1/2
Hanging tenderloins.....	14	6
Insides, green, 6@8 lbs.....	14 1/2	10 1/2
Outsides, green, 5@6 lbs.....	12 1/2	8 1/2
Knuckles, green, 5@6 lbs.....	14 1/2	8 1/2

Beef Products.

Brains (per lb.).....	7	5
Hearts.....	12 1/2	5
Tongues.....	21	17
Sweetbreads.....	27	19
Ox-tail, per lb.....	10	5
Veal tripe, plain.....	10	5
Veal tripe, H. C.....	12 1/2	8
Livers.....	16	13
Kidneys, per lb.....	10 1/2	8

Veal.

Choice carcass.....	14	15
Good carcass.....	12	13
Good saddles.....	16	17
Good racks.....	10	12
Medium racks.....	8	10

Veal Products.

Brains, each.....	210	7
Sweetbreads.....	235	35
Calf livers.....	235	35

Lamb.

Choice lambs.....	18	18
Medium lambs.....	16	15
Choice saddles.....	20	20
Medium saddles.....	18	18
Choice fores.....	14	14
Medium fores.....	12	12
Lamb fries, per lb.....	32	25
Lamb tongues, per lb.....	15	12
Lamb kidneys, per lb.....	20	25

Mutton.

Heavy sheep.....	5	4
Light sheep.....	5	4
Light saddles.....	8	7
Light fores.....	11	9
Heavy fores.....	4	3
Light fores.....	5	6
Mutton legs.....	10	10
Mutton loins.....	14	14
Mutton stew.....	4	4
Sheep tongues, per lb.....	12 1/2	12
Sheep heads, each.....	10	10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.....	25	14 1/4
Picnic shoulders.....	16 1/2	10
Skinned shoulders.....	17	11 1/4
Tenderloins.....	32	25
Spare ribs.....	12 1/2	8 1/2
Back fat.....	15	8 1/2
Boston butts.....	23	13 1/2
Boneless butts, cellar trim, 3@4.....	26	19
Hocks.....	11	6
Tails.....	10	5
Neck bones.....	5	2
Silp bones.....	11	7
Blade bones.....	13	7
Pigs' feet.....	16	4
Kidneys, per lb.....	10	5 1/4
Livers.....	11	8
Brains.....	10	7
Ears.....	5	5
Snouts.....	7	5
Heads.....	8	4
Chitterlings.....	5	5

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	24 1/4	17 1/4
Country style sausage, fresh in links.....	22 1/2	15 1/2
Country style sausage, fresh in bulk.....	20 1/2	14 1/2
Country style sausage, smoked.....	24 1/4	17 1/4
Frankfurters in sheep casings.....	22 1/2	15 1/2
Frankfurters in hog casings.....	20 1/2	14 1/2
Bologna in beef bungs, choice.....	17	11
Bologna in beef middles, choice.....	17 1/2	11 1/2
Liver sausage in beef rounds.....	16 1/4	10 1/4
Smoked liver sausage in hog bungs.....	20 1/2	14 1/2
Liver sausage in hog bungs.....	20 1/2	14 1/2
Head cheese.....	18 1/2	12 1/2
New England luncheon specialty.....	25 1/2	19 1/2
Mixed luncheon specialty, choice.....	20 1/2	14 1/2
Tongue sausage.....	27	18
Blood sausage.....	18	12
Sausage.....	19 1/4	13 1/4
Polish sausage.....	18 1/4	12 1/4

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	40	28
Thuringer cervelat.....	22	15
Farmer.....	28	20
Holsteiner.....	26	19
B. C. salami, choice.....	36	26
Milano salami, choice, in hog bungs.....	37	27
B. C. salami, new condition.....	22	16
Frices, choice, in hog middles.....	35	25
Genoa style salami.....	43	31
Pepperoni.....	33	24
Mortadella, new condition.....	23	17
Capicola.....	43	31
Italian style hams.....	35	25
Virginia hams.....	38	28

SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.....	15 1/2	16
Special lean pork trimmings.....	17 1/2	17 1/2
Extra lean pork trimmings.....	19 1/2	19 1/2
Pork cheek meat.....	13	12 1/2
Pork hearts.....	10	10 1/2
Pork livers.....	11 1/2	11 1/2
Native boneless bull meat (heavy).....	11 1/2	11 1/2
Boneless chucks.....	11 1/2	11 1/2
Shank meat.....	11 1/2	11 1/2
Beef trimmings.....	11	11
Beef cheeks (trimmed).....	9 1/2	9 1/2
Dr. canner cows, 350 lbs. and up.....	8 1/2	8 1/2
Mortadella, new condition.....	10	10
Dr. bologna bulls, 600 lbs. and up.....	10	10
Pork tongues, canner trim, S. P.....	17	17

SAUSAGE IN OIL

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....	\$8.50	
Large tins, 1 to crate.....	7.25	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	7.50	
Large tins, 1 to crate.....	8.25	
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....	6.75	
Large tins, 1 to crate.....	7.50	

BARRELED PORK AND BEEF

Meas pork, regular.....	33.00
Family back pork, 24 to 34 pieces.....	32.50
Family back pork, 35 to 45 pieces.....	32.00
Clear back pork, 40 to 50 pieces.....	33.00
Clear plate pork, 25 to 35 pieces.....	27.00
Bean pork.....	31.00
Brisket pork.....	37.00
Plate beef.....	25.00
Extra plate beef, 200-lb. bbls.....	26.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	15.50
Lamb tongue, short cut, 200-lb. bbl.....	46.00
Regular tripe, 200-lb. bbl.....	20.00
Honeycomb tripe, 200-lb. bbl.....	25.00
Pocket honeycomb tripe, 200-lb. bbl.....	28.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.....	17 1/2
Clear bellies, 14@16 lbs.....	17 1/2
Rib bellies, 25@30 lbs.....	17 1/2
Fat backs, 10@12 lbs.....	12 1/2
Fat backs, 14@16 lbs.....	14 1/2
Regular plates.....	14 1/4
Jowl butts.....	14 1/4

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs.....	22
Fancy skd. hams, 14@16 lbs.....	21
Standard reg. hams, 14@16 lbs., plain.....	21 1/4
Picnics, 4@8 lbs., short shank, plain.....	19 1/2
Picnics, 4@8 lbs., long shank, plain.....	18
Fancy bacon, 6@8 lbs., parchment paper.....	20 1/4
Standard bacon, 6@8 lbs., plain.....	26 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.....	26
Knuckles, 5@9 lbs.....	21
Cooked hams, choice, skin on, fattened.....	23
Cooked hams, choice, skinless, fattened.....	23
Cooked picnics, skin on, fattened.....	23
Cooked picnics, skinless, fattened.....	23
Cooked loin roll, smoked.....	24

LARD

Prime steam, cash, Bd. Trade.....	13.97 1/2
Prime steam, loose, Bd. Trade.....	13.92 1/2
Refined lard, tierces, f.o.b. Chgo.....	15 1/4
Kettle rend., tierces, f.o.b. Chgo.....	16
Leaf, kettle rendered, tierces, f.o.b. Chgo.....	18 1/4
Neutral, in tierces, f.o.b. Chicago.....	17
Compound, vegetable, tierces, c.a.f.....	12 1/2

OLEO OIL AND STEARINE

Extra oleo oil.....	11 1/2 @ 12
Prime No. 2 oleo oil.....	10 1/2 @ 11
Prime oleo stearine, edible.....	8 1/2 @ 9

TALLOW AND GREASES

Edible tallow.....	7 1/2 @ 7 1/4
Prime packers' tallow.....	6 1/2 @ 6 1/4
No. 1 tallow, 10% f.a., f.o.b. Chgo.....	5 1/2 @ 5 1/4
Special tallow.....	6 1/2 @ 6 1/4
Choice white grease.....	7 1/2 @ 7 1/4
A-White grease.....	6 @ 6 1/4
B-White grease maximum, 5% acid.....	5 1/2 @ 6
Yellow grease, 10@15%.....	5 1/2 @ 5 1/4
Brown grease, 40% f.a.....	4 1/2 @ 5

ANIMAL OILS

Prime edible.....	16 1/2
Prime inedible.....	12 1/2
Headlight.....	12 1/4
Prime W. S.....	12
Extra W. S.....	11 1/2
Extra lard oil.....	11 1/2
Extra No. 1.....	10 1/4
No. 1 lard oil.....	10 1/4
No. 2 lard oil.....	10 1/4
Acidless tallow.....	10 1/4
20° neatfoot.....	10 1/4
Pure neatfoot.....	12 1/2
Special neatfoot.....	12 1/2
Extra neatfoot.....	11 1/4
No. 1 neatfoot.....	11

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

VEGETABLE OILS

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt.....	8 1/2 @ 8 1/4
White, deodorized, in bbls., f.o.b. Chgo.11.....	11 1/4
Yellow, deodorized.....	11
Soap stock, 50% f.a., f.o.b. mills.....	2 @ 2 1/4
Corn oil, in tanks, f.o.b. mills.....	8 @ 8 1/4
Soya bean oil, f.o.b. mills.....	7.30 @ 7.3
Cocoonut oil, seller's tanks, f.o.b. coast.....	34
Refined in bbls., f.o.b. Chicago.....	10 1/2 @ 10 1/4

OLEOMARGARINE

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.15.....	16
Nut, 1-lb. cartons, f.o.b. Chicago.....	13
Puff paste.....	14 1/4

PURE VINEGARS

A. P. CALLAHAN & COMPANY
1407 SOUTH LA SALLE STREET
CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	\$8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62 1/2	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62 1/2	3.25
Salt per ton, in minimum car of 90,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.996	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar:		
Raw sugar, 96 basis, f.o.b. New Orleans.....	@3.30	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	@5.25	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.75	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.65	

SPICES

(Basis Chicago, original bbls., bags or bales).

	Whole.	Ground.
Allspice Prime.....	8 1/2	9 1/2
Resifted.....	8 1/2	9 1/2
Chili Pepper, Fancy.....	23 1/2	23 1/2
Chili Powder, Fancy.....	23	23
Cloves, Amboy.....	23	27
Madagascar.....	13 1/2	16 1/2
Sausage.....	14	17
Ginger, Jamaica.....	18	20 1/2
African.....	8 1/2	11 1/2
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. L. Blend.....	60	60
Mustard Flour, Fancy.....	24	24
No. 1.....	15	15
Nutmegs, Fancy Banda.....	24	24
East India.....	20	20
E. I. & W. L. Blend.....	17	17
Paprika, Extra Fancy.....	23	23
Fancy.....	23	27
Hungarian.....	27	27
Peppina Sweet Red Pepper.....	26 1/2	26 1/2
Pepper, Cayenne.....	22	22
Red Pepper No. 1.....	16 1/2	16 1/2
Pepper, Black Aleppo.....	8 1/2	9 1/2
Black Lampong.....	8	9 1/2
Black Tellicherry.....	11	12 1/2
White Java Muntok.....	15 1/2	17
White Singapore.....	15	16 1/2
White Peppers.....	15 1/2	15 1/2

SEEDS AND HERBS

	Ground for Whole.	Sausage.
Caraway Seed.....	9	11
Celery Seed.....	33	38
Cominos Seed.....	14 1/2	17 1/2
Coriander Morocco Bleached.....	7 1/2	8
Coriander Morocco Natural No. 1.....	6	8
Mustard Seed, Cal. Yellow.....	11	11
American.....	8 1/2	10 1/2
Marjoram, French.....	32	36
Oregano.....	11	14
Sage, Dalmation Fancy.....	7	9
Dalmation No. 1 Fancy.....	6 1/2	8 1/2

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@28
Domestic rounds 140 pack.....	@38
Export rounds, wide.....	@52 1/2
Export rounds, medium.....	@35
Export rounds, narrow.....	@38
No. 1 weasands.....	@05
No. 2 weasands.....	@03
No. 1 bungs.....	@11
No. 2 bungs.....	@07
Middles, regular.....	@45
Middles, select, wide, 2 1/2 in. diam.....	.60
Middles, select, extra wide, 2 1/2 in. and over.....	.75
Dried bladders:	
12-15 in. wide, flat.....	.90
10-12 in. wide, flat.....	.75
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.60
Narrow, special, per 100 yds.....	2.25
Medium, regular.....	2.15
Wide, per 100 yds.....	1.75
Extra wide, per 100 yds.....	1.70
Export bungs.....	.28
Large prime bungs.....	.21
Medium prime bungs.....	.15
Small prime bungs.....	.10 1/2
Middles, per set.....	.17
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35 @1.37 1/2
Oak pork barrels, black iron hoops.....	1.25 @1.27 1/2
Ash pork barrels, galv. iron hoops.....	1.42 1/2 @1.45
Oak pork barrels, galv. iron hoops.....	1.32 1/2 @1.35
White oak ham tierces.....	2.12 1/2 @2.15
Red oak lard tierces.....	1.87 1/2 @1.90
White oak lard tierces.....	1.97 1/2 @2.00

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,311-1,530-lb.....	\$10.75 @ \$11.25
Steers, medium, 1,232-1,304 lbs.....	9.25 @ 9.60
Bulls.....	6.25 down
Cows, common and medium.....	5.25 @ 6.75
Cows, cutter and low cutter.....	3.50 @ 5.00

LIVE CALVES

Vealers, good and choice.....	\$ 9.00 @ \$ 9.50
Vealers, medium.....	7.00 @ 8.75
Vealers, cull and common.....	4.50 @ 6.50

LIVE LAMBS

Lambs, good.....	\$ 9.25 @ \$ 9.50
Ewes.....	@4.00 down

LIVE HOGS

Hogs, desirable, 175-195-lb. average.....	@ \$ 9.85
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	.18 @ 19 1/2
Choice, native, light.....	.18 @ 19
Native, common, to fair.....	.16 @ 17

Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	.18 @ 19
Native choice yearlings, 440 @ 600 lbs.....	.17 @ 18
Good to choice heifers.....	.15 @ 16
Good to choice cows.....	.14 @ 15
Common to fair cows.....	.12 @ 13
Fresh bologna bulls.....	.11 @ 12

BEEF CUTS

	Western.	City.
No. 1 ribs.....	.24 @ 26	.24 @ 26
No. 2 ribs.....	.22 @ 23	.22 @ 23
No. 3 ribs.....	.18 @ 20	.18 @ 20
No. 1 loins.....	.30 @ 32	.32 @ 36
No. 2 loins.....	.26 @ 28	.28 @ 30
No. 3 loins.....	.22 @ 24	.22 @ 24
No. 1 hinds and ribs.....	.20 @ 23	.20 @ 23
No. 2 hinds and ribs.....	.17 @ 19	.17 @ 19
No. 1 rounds.....	.17 @ 18	.17 @ 18
No. 2 rounds.....	.16 @ 17	.16 @ 17
No. 3 rounds.....	.15 @ 16	.15 @ 16
No. 1 chucks.....	.17 @ 18	.17 @ 18
No. 2 chucks.....	.16 @ 17	.16 @ 17
No. 3 chucks.....	.14 @ 15	.14 @ 15
Bolognas.....	.12 @ 13	.12 @ 13
Rolls, reg. 6 @ 8 lbs. avg.....	.23 @ 25	.23 @ 25
Rolls, reg. 4 @ 6 lbs. avg.....	.18 @ 20	.18 @ 20
Tenderloins, 4 @ 6 lbs. avg.....	.50 @ 60	.50 @ 60
Tenderloins, 5 @ 6 lbs. avg.....	.50 @ 60	.50 @ 60
Shoulder clods.....	.12 @ 14	.12 @ 14

DRESSED VEAL

Good.....	.15 @ 16
Medium.....	.14 @ 15 1/2
Common.....	11 up

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	.17 1/2 @ 18 1/2
Lambs, good.....	.16 1/2 @ 17 1/2
Lambs, medium.....	15 up
Sheep, good.....	.10 @ 11
Sheep, medium.....	8 @ 10

DRESSED HOGS

Hogs, good to choice.....	\$17.75 @ 18.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.....	.23 1/2 @ 24 1/2
Pork tenderloins, fresh.....	.30 @ 35
Pork tenderloins, frozen.....	.30 @ 32
Shoulders, Western, 10 @ 12 lbs. avg.....	.17 1/2 @ 18
Butts, boneless, Western.....	.22 @ 23
Butts, regular, Western.....	.21 @ 22
Hams, Western, fresh, 10 @ 12 lbs. avg.....	.20 @ 21
Picnic hams, Western, fresh, 6 @ 8 lbs. average.....	.16 @ 17
Pork trimmings, extra lean.....	.21 @ 22
Pork trimmings, regular 50% lean.....	.16 @ 17
Spareribs.....	.13 @ 14

SMOKED MEATS

Regular hams, 8 @ 10 lbs. avg.....	.24 @ 25
Regular hams, 10 @ 12 lbs. avg.....	.23 @ 24
Regular hams, 12 @ 14 lbs. avg.....	.22 1/2 @ 23 1/2
Skinless hams, 10 @ 12 lbs. avg.....	.24 1/2 @ 25 1/2
Skinless hams, 12 @ 14 lbs. avg.....	.24 @ 25
Skinless hams, 18 @ 20 lbs. avg.....	.22 @ 23
Picnics, 4 @ 6 lbs. avg.....	.19 1/2 @ 20
Picnics, 6 @ 8 lbs. avg.....	.19 @ 20
City pickled bellies, 8 @ 12 lbs. avg.....	.23 @ 25
Bacon, boneless, Western.....	.30 @ 31
Bacon, boneless, city.....	.29 @ 30
Rollettes, 8 @ 10 lbs. avg.....	.23 @ 24
Beef tongue, light.....	.23 @ 25
Beef tongue, heavy.....	.25 @ 27

FANCY MEATS

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trim'd.....	30c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	14c a pound
Mutton kidneys.....	3c each
Livers, beef.....	27c a pound
Oxtails.....	10c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@1.75 per cwt.
Breast fat.....	@2.25 per cwt.
Edible suet.....	@4.00 per cwt.
Indible suet.....	@2.75 per cwt.

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	2.10	2.20	2.25	2.40	2.40
Prime No. 2 veals.....	1.85	2.05	2.10	2.15	2.15
Buttermilk No. 1.....	1.12	1.80	1.90	1.95	1.95
Buttermilk No. 2.....	1.11	1.70	1.80	1.85	1.85
Branded grubby.....	8	1.15	1.25	1.30	1.80
Number 3.....	8	1.15	1.25	1.30	1.80

BONES, HOOF AND HORNS

Round shin bones, avg., 48 to 50 lbs., per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg., 40 to 45 lbs., per 100 pieces.....	@ 65.00
Black or striped hoofs, per ton.....	45.00 @ 50.00
White hoofs, per ton.....	@100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

PRODUCE MARKETS

	Chicago.	New York.
BUTTER.		
Creamery (92 score).....	@23 1/2	@24
Creamery (90-91 score).....	.22 1/2 @ 22 1/2	.....
Creamery firsts (88-89 score).....	.21 @ 21 1/2	.....
EGGS.		
Extra firsts.....	.22 1/2 @ 23 1/2	.....
Firsts (fresh).....	.22 1/2 @ 23 1/2	@24
Standards.....	.....	@23
LIVE POULTRY.		
Fowls.....	9 @ 10 1/2	17 @ 22
Broilers.....	.14 @ 18	17 @ 23
Fryers.....	.17 @ 20	.....
Spring.....	.20 @ 22	.....
Turkeys.....	.11 @ 15	13 @ 17
Ducks.....	.10 @ 15	9 @ 12
Geese.....	6 @ 12	8 @ 9
DRESSED POULTRY.		
Fryers, 31-42, frozen.....	.18 1/2 @ 21	19 1/2 @ 22
Roasters, 43-54, frozen.....	.23 1/2 @ 26	24 1/2 @ 27
Roasters, 55 & up, frozen.....	.27 @ 27 1/2	28 @ 28 1/2
Fowls, 31-47.....	.16 1/2 @ 18 1/2	17 1/2 @ 19 1/2
48-50.....	.19 1/2 @ 21	20 1/2 @ 21 1/2
60 and up.....	.19 1/2 @ 21	20 1/2 @ 22

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia, and San Francisco, week ended July 4, 1935:

	June	July
Chicago.....	23 1/2	23
New York.....	24	23 1/2
Boston.....	25	24 1/2
Phila.....	25	24 1/2
San Fran.....	27	25

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

23 1/2	23 1/2	23 1/2	23	Holiday
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Cold storage movement (lbs.):

	This week.	Last week.	Last year.	—Since Jan. 1—
--	------------	------------	------------	----------------

Chicago.....	65,712	79,864	55,321	1,644,856
N. Y.....	52,652	68,262	57,555	1,733,003
Boston.....	23,952	22,474	24,079	638,598
Phila.....	15,857	22,818	20,512	611,275

Total 157,973 193,418 157,467 4,628,332 4,882,589

Receipts of butter by cities (tubs):

	In July 3.	Out July 3.	On hand July 5.	Same week day last year.
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Chicago.....	1,090,004	54,614	28,357,830	16,008,410
N. Y.....	317,034	136,898	13,598,839	4,431,526
Boston.....	286,868	57,278	4,050,192	2,988,663
Phila.....	94,620	21,279	4,185,916	3,214,722

Total 1,788,524 280,869 50,100,577 27,241,821

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Dog Biskits

Have all information and figures to install and operate. Production costs, installation costs, analysis, formulas, etc. Can lay out installation and manage operation. Have twenty years' packinghouse experience. W-961, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Engineer, Master Mechanic

Chief engineer and master mechanic desires position with independent packer. Age, 35; 14 years' experience. Employed now by one of large packers. I can reduce your mechanical, boiler and engine room costs, and improve operating departments. W-955, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Sausage expert with knowledge and experience on all kinds of sausage and specialties is available. Has worked as foreman in large packing plants for many years. This experience means profits for you. Expert on costs. W-913, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Experienced Casing Tester

Wanted, thoroughly reliable beef and hog casing tester with several years' experience. Give full particulars, including positions held, salary desired. W-963, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Rendering Foreman

Wanted, man for rendering plant who understands Laabs system. Permanent position, good wages. Must get results and produce good merchandise or do not answer. State salary in first letter. Oakland Rendering Works, Oakland, Iowa.

Accounts Wanted

Eastern Livestock Acct. Wanted

Want connection with responsible eastern buyer of corn feed and grass cattle. Can furnish several loads each week. Cows, heifers, bulls and steers. Ed Tehel, P. O. Box 175, Marshalltown, Iowa.

Accounts Wanted

After fifteen years with one of the major packers in charge of their chain store and other quantity business throughout the southeast, am now in brokerage business specializing in packinghouse products, etc. Would like few good connections, particularly on good line canned meats. Can promise satisfactory business. W-958, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plants for Sale

Sausage Factory

For sale, fully-equipped, medium-sized sausage factory in Hartford, Connecticut. All equipment in good working condition. Price, \$700. Overhead very low. Good opportunity. FS-965, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Equipment Wanted

Rendering Machinery

Wanted, 1 good used small hog dehairer; one No. 150-gal. jacketed kettle with agitator; also 100-lb. silent cutter. Marshall Packing Co., Marshalltown, Ia.

Equipment For Sale

Rendering Equipment

For sale, 1 Williams hammer mill, extra heavy roller bearings, new hammers, first-class condition. Price, \$200.00; 1 hanging Fairbanks tank scale, capacity about 8,000 lbs. Price, \$100.00; 2 jet condensers. Price, \$40.00 each. FS-962, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Used Sausage Machinery

For Sale:

No. 43-T "Buffalo" self-emptying silent cutter
No. 43 "Buffalo" silent cutter
No. 38 "Buffalo" silent cutter
No. 32 "Buffalo" silent cutter
No. 66-B "Buffalo" grinder
100-lb. air stuffer
200-lb. air stuffer
400-lb. air stuffer
400-lb. "Buffalo" mixer

Thoroughly overhauled. Guaranteed like new.

FS-964,

THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M. Hog, 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

CONSOLIDATED
PRODUCTS COMPANY, INC.
14-19 Park Row, New York City

Make your wants known through these little ads, with the big pull.



Main Office and Packing Plant
Austin, Minnesota

The
RATH PACKING CO.

❖
Pork and Beef Packers

BLACKHAWK HAMS and BACON
Straight and Mixed Cans of
Packing House Products

Waterloo, Iowa

CARLOT SHIPPERS

Straight and mixed cars



C. A. BURNETTE CO.

CHICAGO, ILL.

— Commission Slaughterers —

Hogs—Cattle—Calves

〔 We Specialize in Straight
Carloads of Dressed Hogs 〕

U. S. GOVT. INSPECTION

Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions

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"Deliciously Mild"

New York Office—259 W. 14th St.

REPRESENTATIVES

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M. Weinstein Co., Philadelphia, Pa. {Baltimore, Md.

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*



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F. C. Rogers, Philadelphia

Mixed carlots of
Beef, Veal, Bull Sausage Materials

boneless or straight carcass

Write or Wire for Quotations

BEN. H. ROSENTHAL & Co.

P. O. Box 5252

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KINGAN'S

"Reliable" Brand

HAMS — BACON — LARD — SAUSAGE
CANNED MEATS — OLEOMARGARINE
CHEESE — BUTTER — EGGS — POULTRY

A full line of Fresh Pork—Beef—Veal
Mutton and Cured Pork Cuts

Hides—Hair—Digester Tankage

KINGAN & Co.

PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1845

THE E. KAHN'S SONS CO.

CINCINNATI, O.

"AMERICAN BEAUTY"

HAMS and BACON

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON
H. L. Woodruff W. G. Ford B. L. Wright F. G. Gray Co.
230 W. 14th St. 33 N. Delaware Av. 331 Penn. Av., N.W. 148 State St.

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NIAGARA BRAND
HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF - PORK - SAUSAGE - PROVISIONS

BUFFALO — OMAHA — WICHITA

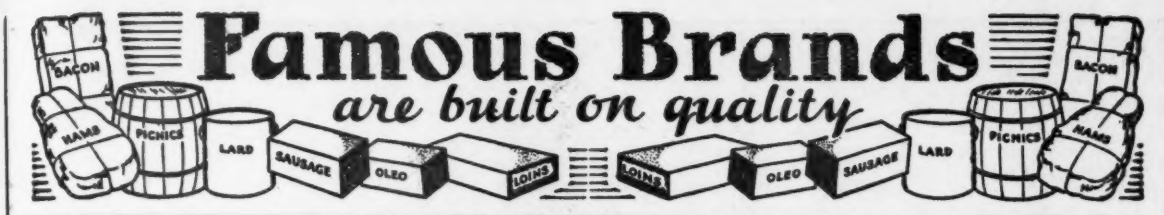
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"Since 1827"

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Packing Plants { Ottumwa, Iowa
Sioux Falls, S. D.
Topeka, Kans.

Hams, Bacon
Lard, Sausage
Canned Foods



Beef, Pork
Veal, Mutton
Mince Meat



Philadelphia Scrapple a Specialty
John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.
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Bacon
Lard
Delicatessen

Paradise
Brand

Hams Bacon Lard

The
Theurer-Norton Provision

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CLEVELAND PACKERS OHIO



Liberty
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

foods of Unmatched Quality

ESSKAY
QUALITY

HAMS — BACON
LARD — SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schludenberg-T. J. Kurdle Co.
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Schenk Bros

Managers

TASTIEST!

Because Capital Brand Hams and Bacon have
such fine flavor—they are always in favor

The Columbus Packing Co.

PORK AND BEEF PACKERS

Columbus, Ohio

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Hog, Sheep, Beef Casings
Certified Casing Color

Shurstitch Sewed Casings
Special Hereford Flour



INDEPENDENT CASING COMPANY

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WELLINGTON

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HOG BEEF SHEEP

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St. Louis

Hamburg

C. A. Durr Packing Co., Inc.
Utica, N. Y.
Manufacturers of



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QUALITY Pork Products That SATISFY

LARD
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Sewed Casings

Manufactured Under Sol May Methods

by the Pioneers
of Sewed Sausage Casings

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Beef Middles
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TOWER BRAND MEATS
Slaughterers of Cattle, Hogs,
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U. S. GOVERNMENT INSPECTION
WILMINGTON DELAWARE

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ESTABLISHED 1882

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

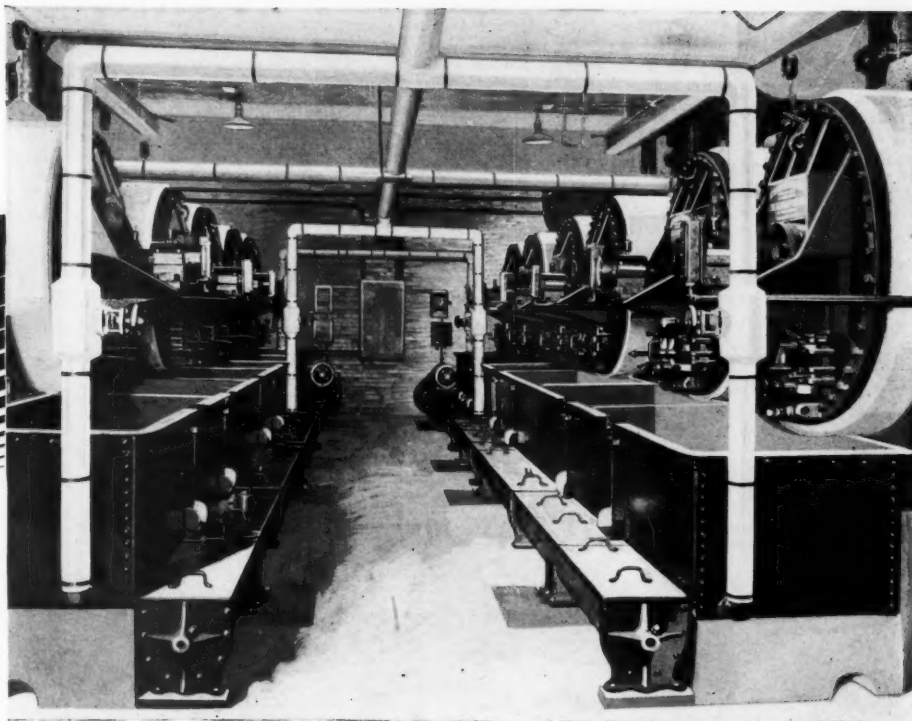
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THE CUDAHY PACKING CO.
Importers and Exporters of
Selected Sausage Casings
221 North La Salle Street Chicago, U. S. A.

Harry Levi & Company, Inc.
Importers and Exporters of
Sausage Casings

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HAVE 130 LAABS COOKERS

The result of exhaustive tests

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ANCO Laabs Sanitary Rendering Cookers are equally well adapted to render edible as well as inedible products with either high-pressure steam or exhaust low-pressure system.

A letter from you will bring detailed information and catalog.



Laabs Patents

United States patents 1,317,675, 1,578,245, 1,630,124, and 1,761,480; Great Britain, No. 253,952; Australia, No. 2,279; France, No. 617,978; Argentina, No. 26,749; Canada, No. 277,703; Uruguay, No. 2,234; Holland, No. 19,681; Germany, No. 511,131; Brazil, No. 18,817; Other U. S. and foreign patents pending.

THE ALLBRIGHT-NELL CO.

Eastern Office:
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New York, N. Y.

**5323 S. Western Boulevard,
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Western Office:
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Why YOU SHOULD USE SWIFT'S ATLAS GELATIN

The less evident the gelatin, the better the jellied meats.

That's the idea behind Atlas Gelatin.

For Atlas is a *specialized* gelatin, intended for one purpose only . . .
making jellied meats.

That's why Atlas is

Transparent so the meats can look their very best.

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obscured.

High Test and because of this high jelly strength,
it is economical to use.

In purity, Atlas meets all state and federal pure food regulations.

Swift & Company

General Offices: Chicago

Vol

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